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December 1977 Every Friday 35p

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9 December 1977

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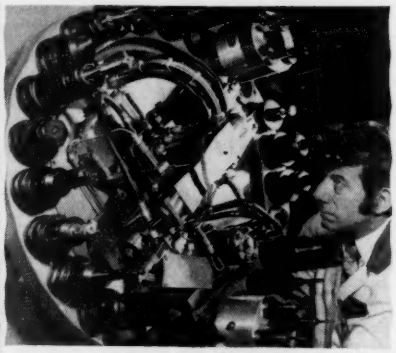

Tool-storage magazine of the KTM 400 computer-numerically-controlled machining centre produced by Kearney and Trecker Marwin, Brighton, which has won £1 million export orders since its introduction a year ago. Latest machine tool figures show improvement, page 518.

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Editorial
Room 439 1 Victoria Street, London SW1H 0ET
Telex 8811074 answer back DT1HQ G LONDON

Editorial inquiries		01-215 5730
Managing editor	Alan Williams	01-215 3388
Editor	Gillian Samuel	01-215 5653 01-215 5654
Home news and technology	Peter Curtis Alex Mayne-Reid	01-215 3019 01-215 5074
European community and overseas trade	Geoff Heaford Marianne Semadeni	01-215 3006 01-215 3016 01-215 5620
Art, pictures and statistics	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 5655
Assistant business manager	Jackie Stephens	01-215 5656
Circulation control	Christine Swinyard	01-215 5021

Advertisement department
13 Great James Street, London WC1 01-242 9478

Advertisement manager	Dudley Masters	
Northern manager	Allan Loftus	061-766 2191

11 Randale Drive, Bury Lancashire BL9 9HZ

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Trade and Industry this week

EUROPE

UK's EEC budget contribution agreed

At the meeting of the European council in Brussels this week (5 and 6 December), EEC heads of government resolved the question of contributions to the 1978-79 EEC budget.

In a compromise agreement the UK and other member states maintained their different interpretations of article 131 of the treaty of accession and will make their payments accordingly. Any resulting deficit will be made up by each member state contributing by one of four approved methods. And if there is any further gap it will be dealt with in a way still to be considered by finance ministers. The likely cost to the UK will probably be very little more than under the original European commission proposal.

This agreement means that the community will be able to calculate next year's budget in the new European unit of account.

New regional fund

The heads of government also agreed to establish a new regional fund for the next three years. The fund will have substantially increased resources. It will be able to dispose of 1850 million European units of account, compared with 1300 muas between 1975 and 1977.

The combined effect of this increase and the change to the new European unit of account means that the value of the fund in sterling will be more than doubled.

OVERSEAS

NY mission arrives on Concorde inaugural

On Wednesday, a party of 17 New York businessmen and state officials flew to London on the Concorde west-east inaugural flight, for one and a half days of general economic and business talks with the government, unions and industry.

Led by Mr Dyson, New York state commissioner for commerce, the party had talks with the CBI and TUC on Thursday morning. After a lunch hosted by the British Overseas Trade Board, they met Edmund Dell, Secretary of State for Trade, and then Alan Williams, Minister of State at the Department of Industry. In the evening, Stanley Clinton Davis, Parliamentary Under-Secretary of State at the Department of Trade, hosted a reception to celebrate the inaugural flight.

During the rest of their stay the party visited the Stock Exchange and Lloyds.

STATISTICS

Small rise in exports expected in first half of 1978

Export volume will rise by about 2-3 per cent in the first half of next year compared with the second half of 1977.

The estimate, on a seasonally adjusted basis, is derived from the Department of Trade's ninth survey of export prospects of the UK's top exporting companies. The survey was published yesterday.

The forecasted rise is at a more modest rate than the increase of around 4 per cent expected between the two halves of this year (see page 531).

Vehicle production in November

Passenger car production in November totalled 114 000 and the seasonally adjusted average was 104 000, compared with respective figures of 120 000 and 112 000 in November last year.

The figures are provisional estimates for the four weeks ended 26 November, released by the Department of Industry on Tuesday.

Comparing the period September to November with the previous three months, the seasonally adjusted monthly average car production rose from 104 000 to 110 000.

Commercial vehicles

Commercial vehicle production in November totalled 29 600 (33 600 last year) or 29 000 (33 600) seasonally adjusted. In September to November, the seasonally adjusted monthly average was 31 100 compared with 31 600 in the previous three months.

Wholesale price rises lowest since April 1973

Prices of manufactured products rose only ¼ per cent in November – the smallest monthly increase since April 1973. The provisional price index for home sales of manufactured products, published on Monday, showed a rise of only 1½ per cent in the past three months. The 16 per cent increase in the index over the 12 months to November shows a substantial decrease from the figure of 17¾ per cent for the period ending in October.

'The annual rate of increase of manufacturers' output prices has now fallen for the fourth month in succession, which is very welcome,' said Eric Varley, Secretary of State for Industry, commenting on the figures. 'Even more significant is that the six-monthly rate – seen on an annual basis – is now in single figures, at 9½ per cent – the first time that has happened since September 1973.

'This reflects the stability of input prices brought about by the strength of sterling and the continuing stability of commodity prices. The signs point to a continuing fall in the rate of increase of manufacturers' output prices in the immediate future.'

There was firm evidence, Mr Varley said, that the government's single-figure inflation target was well within sight.

The provisional price index for materials and fuel purchased by manufacturing industry fell by 1 per cent in November to 330.3. This index is now ½ per cent lower than last November's figure (see page 516).

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HOME

New programme to tackle skill shortages

A new programme to deal with skill shortages has been agreed by the government and the Manpower Services Commission based on a report published on Monday by the commission.

The report proposes a four-stage approach to ensure that industry's skill needs are fully met and future expansion is not held up by manpower bottlenecks;

each sector of industry and commerce should assess its future manpower needs realistically, and take action to prevent serious skill imbalances developing;

the commission should co-ordinate action where imbalances in a particular skill would affect several industries;

industrial training boards and other competent organisations should identify cases where they need additional help;

the commission should provide such help once satisfied that it is really required.

Priority will be given to setting in hand an industry-by-industry review of skills provision. Later, industry will be provided with extra help where this is essential to secure adequate training. Special attention will be given to supporting the government's industrial strategy.

The commission's proposals have been welcomed by the government, including the three ministers responsible for the Manpower Services Commission – the Secretaries of State for Employment, for Scotland and for Wales. The ministers are aware of the need to develop training taking into account local needs. The government will give financial backing to the programme which will be carried out by the commission. Industrial training boards and other organisations in industry and commerce will be invited to submit to the commission – by the autumn of 1978 – proposals for action. The programme will come into full effect by autumn 1979.

The report, 'Training for skills: a programme for action' was prepared by a task group – led by Richard O'Brien, chairman of the commission.

The Royal Smithfield Show opened on Monday at Earl's Court. Exports of British agricultural machinery, which is on show at the exhibition, are so far running at a record level this year.

Supplies of BPB plasterboard

More plasterboard users will in future be able to obtain supplies direct from BPB Industries Ltd.

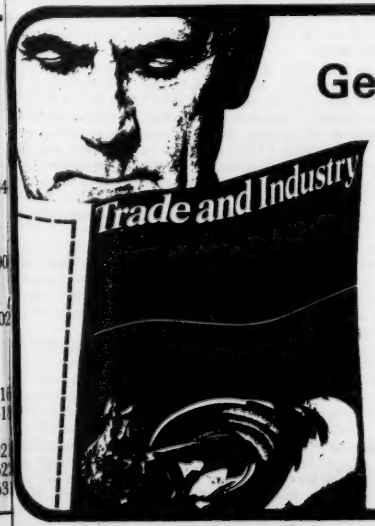
Replying on Tuesday to a parliamentary question, John Fraser, Minister of State for Prices and Consumer Protection, explained that this was the result of a review conducted by the Director General of Fair Trading of an undertaking given by the company last year following one of the Monopolies and Mergers Commission's recommendations in its 1974 report on the supply of plasterboard.

The recommendation was that BPB should allow any user who wished to buy direct from the company to do so on the same terms as builders' merchants.

NCB invests £3.2 m in south Yorks colliery

Go-ahead for a £3.2 million plan for the Thurcroft colliery, south Yorkshire, otherwise threatened with closure through lack of coal in 1984, was announced by Sir Derek Ezra, chairman of the National Coal Board, when visiting the area on Tuesday.

The Thurcroft investment is to drive into additional reserves in the 48-in thick Swallow Wood seam, eventually to take over the entire production from the exhausting Haigh Moor seam, boost output of its high-quality coking coal by 180 000 tons a year (to 525 000 tons) and, by creating 6.3 million tons of additional reserves, extend its life by 12 years with further extension options later in the century.



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Home news

Freedom by regulation on the horizon for shipping industry: Dell

The shipping industry may be moving in the direction of civil aviation – with freedom by regulation instead of freedom by right, Edmund Dell, Secretary of State for Trade told the General Council of British Shipping in London on 1 December. 'The difficulties which world shipping faces have led governments overseas increasingly to intervene to assist, protect or promote their own shipping fleets.'

He drew the council's attention to actions and attitudes which betokened a change in the ancient philosophy of the freedom of the seas. Never had this been better illustrated than by a statement by the newly appointed United States Federal Maritime Commission chairman who had said recently that to participate in the United States' foreign trades was a privilege and not a right.

This year it had seemed that on shipping policy matters Britain had been at odds not just with one super power but with both. He mentioned experiences with the Soviet Union and the government's inability so far to persuade them that a more co-operative attitude in shipping matters would be in both countries interests. Evidently they did not find it so. In many other parts of the world protectionist measures bolstered uneconomic fleets or at least fleets which could become economic only if allowed the protection of national preference. In the liner sector also Britain faced unilateral regulation, allegedly in the interests of shippers and public. The sentiment that penetration by foreign shipping into a nation's foreign trade was a privilege not a right, was today echoed in different terms and different languages in all too many places around the world, even within western Europe, he said.

The British government would not want to intervene unnecessarily with an industry which was still basically strong, self-reliant and flexible, but, he said, two essential questions needed to be answered.

First, was the ad hoc approach to these problems, followed so far, sufficient? On the basis of working together shipowners, governments, and seafaring unions too, had got to understand one another better and how best to grapple jointly with particular issues. Secondly, were Britain's problems simply problems with the Soviet bloc and the developing world, or did the UK have to compromise with its long-standing liberal shipping principles even with the developed world? Some countries were actively seeking change.

A related question was whether closer government supervision was now becoming unavoidable. If governments protected their industries' markets, they were likely to wish to safeguard against abuse. A measure of internationally agreed government regulation might be preferable to unilateral regulation by others. Was the time approaching, Mr Dell asked, when the commitment to an open system with minimal government intervention – outside the traditional areas of ship standards, crew welfare and the like – would no longer serve the best interests of the industry or the country?

He had within his responsibilities both shipping and civil aviation. 'In shipping we have defended liberal principles. We have maintained the freedom of the seas, we have criticised flag discrimination. All this has no doubt been in our interests but the encroachment of restrictive principles, flag discrimination and of subsidised competition upon the world shipping market is only too evident.'

The world of civil aviation was a very different world governed by agreements between nations which determined the respective rights of their civil airlines to land, to pick up passengers, to carry passengers to third points, and to cross a nation's territory without landing. These regulations of the rights of civil airlines to operate were called 'freedoms'. They were negotiated freedoms, not freedoms by right. The privilege of carrying British citizens and British cargoes was traded against freedoms to carry foreign passengers and foreign cargoes.

It might not be the most liberal way of conducting international air transport, but it was a way of ensuring that not merely those who were powerful in civil aviation could operate. As he watched these two different areas of his responsibility, shipping and civil aviation, Mr Dell asked whether perhaps shipping was not moving in the direction of civil aviation, freedom by regulation instead of freedom by right.

Given Britain's continuing strength in merchant shipping, any such development might be regarded with misgiving. This was a question for the industry quite as much as for the government. Speaking for the government he could say that it was happy as long as shipping was competitive, that it had no wish to intervene unnecessarily, but that if the industry wanted the government's support it would certainly raise the question of objectives, of information, of methods.

On the future relationship between government and the shipping industry, Mr Dell posed the question of how to reconcile the industry's interest in independence from government with the probably widening need for more support by government. The industry had to weigh what it might have to pay to get what it wanted – whether from this government or from other countries. Confidence is a two-way matter, he concluded. Company objectives might not be the same in the short run as national ones. 'But if we recognise that, try to reconcile them, and trust each other, we will have gone a fair way.'

NEB given target for investment return

Eric Varley, Secretary of State for Industry, has set the National Enterprise Board the objective of maintaining steady progress towards a return on investment target of 15 to 20 per cent by 1981.

The duties apply to the board's investments in companies other than British Leyland and Rolls-Royce. Details of his determination of these financial duties of the board were given to parliament by Mr Varley on 1 December. The duties are not directly comparable with figures quoted in recent annual and interim reports of the board.

The requirements of the board's guidelines are not changed by the financial duties. Loans to companies in which the board has no share interest are excluded from the duty, since the guidelines already require the board to charge not less than commercial rates of interest. And, as they are accounted for separately, investments under section 3 of the Industry Act 1975 are also excluded.

The board were advised of their financial duties in the following terms:

I am directed by the Secretary of State for Industry to say that, in pursuance of section 6 of the Industry Act 1975 he has determined, with the approval of the Treasury, and after consultation with the National Enterprise Board, a financial duty in relation to certain assets and activities of the board, as set out in paragraphs 5 and 7 of this letter. The duty relates to the board's investments in companies other than British Leyland Ltd and Rolls-Royce Ltd (which will be the subject of separate determinations at a later date).

The duty takes the form of a target rate of return on capital employed, as defined below. This definition excludes loans to companies in which the board have no share interest; the board is already required under its guidelines, in lending to its subsidiaries or other companies, to charge a rate of interest not less than that paid by commercial companies of the highest standing when raising finance. Investments which the board is required to make under section 3 of the Industry Act 1975 are also excluded; as indicated in the guidelines these activities will be accounted for separately.

I am to say, by way of explanation, that this duty is aimed at securing a return related to the average rate of return expected to be secured on capital employed in manufacturing industry in 1981. Our judgement, on the best available information, is that this average rate of return could turn out to be about 20 per cent.

The secretary of state recognises however that the board's purposes are wider than those of commercial enterprises and they are able in appropriate cases to take a long-term view of their investment opportunities. In these circumstances, and taking into account the inevitable uncertainties about the future, he considers it reasonable to look to the board to secure a return within the range of 15 to 20 per cent by 1981, and he trusts that the exercise by the board of its best endeavours will lead to a result at least as good as this, and to the main

tenance of steady progress towards that objective in the meantime.

If it becomes apparent that the average rate of return for manufacturing industry in 1981 is likely to differ significantly from 20 per cent it would be reasonable, in the opinion of the secretary of state, to take that fact into account in judging the board's performance.

The secretary of state has accordingly determined that the financial duty of the board in relation to its investments in companies other than British Leyland Ltd and Rolls-Royce Ltd, should be to conduct its activities with the object of securing in 1981 a rate of return on capital employed, before interest and taxation, within the range of 15 to 20 per cent. In the years prior to 1981 the board is to maintain steady progress towards this objective.

This duty does not extend to loans made by the board to companies in which the board has no share investment nor any interest in rights to acquire shares, not to sums paid by Her Majesty's Government in respect of investments made under the terms of section 3 of the Industry Act 1975.

For the purpose of this determination the rate of return will be taken as the consolidated profit (including investment income and share of profits or losses of associated companies) before interest, taxation and minority interests as a percentage of the capital employed; and capital employed will be taken to comprise the aggregate of public dividend capital, reserves, loans from Her Majesty's Government, other loans, deferred taxation, minority interests, overdrafts and short-term borrowings less bank balances and deposits. The calculations will be made on historical cost accounting principles.

Second 'small firms in inner cities' conference

Peter Shore, Secretary of State for the Environment, gave the main address at a one-day conference for small firms in inner cities held at Liverpool Town Hall on 2 December.

Jointly sponsored by the Departments of Environment and Industry, the conference was chaired by Bob Cryer, Parliamentary Under-Secretary of State at the Department of Industry. Other keynote speeches during the morning session were made by John Golding, Parliamentary Under-Secretary of State at the Department of Employment, John Hamilton, leader of Liverpool City Council, and Norman Clare, member of smaller firms council of the CBI.

The aim of the conference was to provide an opportunity for an exchange of views, ideas and information between directors of small firms, representatives of the banks, property companies and other private sector organisations, local authorities and relevant government agencies.

The Departments of Environment and Industry announced on 20 October that they were jointly sponsoring a series of eight conferences for small firms in inner cities in major regional centres. The Liverpool conference will be the second to be held; the first conference took place in Lambeth on 25 November. Other centres are Birmingham, Hackney, Leeds, Manchester, Newcastle and Nottingham on dates to be announced.

Advance factories occupied in Cumbria . . .

G.D. (Cumbria) Ltd has taken occupation of 1350 m² advance factory on the Cleator Moor Industrial Estate, Cumbria.

G.D. (Cumbria) Ltd is a subsidiary of Gemmill and Dunsmore Ltd of Preston and using the premises for the manufacture of precision textile machinery. The company expects to employ about 40 people as production is built up over the next year or two.

Kangol too

Kangol Wear Ltd is also to occupy advance factory premises of about 1350 m² on the Cleator Moor Estate, Cumbria.

Kangol Wear, headwear manufacturers, already occupy premises of some 13 000 m² on the Cleator Mills Estate and at Frizington, Cumbria. The new factory besides manufacturing will be used for storage and despatch, releasing additional production space at Cleator Mills and creating 60 new jobs over the next few years.

. . . and in Merseyside

Gordon Inflatable Boats Ltd, is to occupy terrace unit premises of about 500 m² on the Knowsley Industrial Estate, Merseyside.

Gordon Inflatable Boats currently occupy small premises on Merseyside but due to an expanding order book urgently require new larger premises to increase production of its inflatable boats. The transfer of operations to Knowsley will result in the creation of 10 additional jobs as production is built up over the next few years.

Basingstoke consumer group makes third price survey

Basingstoke's consumer group has again carried out a price comparison survey in supermarkets and shops. This is one of a series of surveys requested by the Secretary of State for Prices and Consumer Protection.

The surveys, organised by the National Federation of Consumer Groups with the support of the Department of Prices and Consumer Protection, cover a compact area and compare prices of a range of basic foodstuffs and other essential items in a number of named supermarkets, butchers' and greengrocers'. Results from previous surveys have shown how substantial savings can be made without having to shop around.

The Basingstoke Consumer Group looked at prices on 28 and 29 November in eight supermarkets, four butchers' and two greengrocers'.

The previous two surveys in this area were carried out in April 1976 and January 1977.

Official appointments

Industrial Development Advisory Board: Eric Varley, Secretary of State for Industry, has appointed James Campbell Fraser, managing director of Dunlop Holdings to the Industrial Development Advisory Board.

Transport Users' Consultative Committee for the East Midlands: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has reappointed Mr S. A. Campbell as chairman of the Transport Users' Consultative Committee for the East Midlands until 30 November 1980.

John Fraser, Minister of State for Prices and Consumer Protection has appointed Austin Mitchell, MP (Grimsby), as his parliamentary private secretary.

Purpose-built dive support ship

The MV *Seaforth Clansman*, the first diving support ship to be purpose-built in Britain for offshore operations in the North Sea, demonstrates its fire-fighting capabilities. Of 2000 tonnes and with a top speed of 13 knots, the *Clansman*, built by Cochrane Shipbuilders Ltd, of Selby, Yorkshire, has two diving systems aboard. One is a saturation diving system with an operational depth of 305 m and the other is a shallow diving system with a deck de-compression chamber for air dives to a depth of 50 m.

Crown Agent's losses to be subject of further inquiry

The government and the Crown Agents have accepted the report [1] of the Fay Committee, which inquired into the circumstances which led to the Crown Agents receiving financial assistance from the government in 1974, as a fair and searching investigation into the facts. The report's conclusion that there were serious shortcomings on the part of the Crown Agents and that departments and other outside agencies contributed to the failure to prevent losses was accepted in a government statement [2] published on 1 December together with the report.

At the same time, Judith Hart, Minister of State for Overseas Development, told parliament that as the question of responsibility for what went wrong needed more specific investigation, the Prime Minister was setting up a further committee of inquiry. Under the chairmanship of Sir Carl Aarvold, the committee would: 'In the light of the report of the Fay Committee to assess the nature and gravity of any neglect or breach of duty by individuals which may have occurred in the Crown Agents, the Ministry of Overseas Development, the Treasury, the Bank of England and the Exchequer and Audit Department.'

The Crown Agent's accounts for 1976, the government statement explained, showed that as at 31 December 1976 the deficit on the own-account investments in property and secondary banking (the realisation account) was in total some £212 million. The ultimate loss would not be known with certainty until the complete disengagement of the Crown Agents from the property and secondary banking activities of the past had been completed; this process might take some years. But it was already clear that the final deficit might well be in excess of £200 million.

It was recognised by all concerned that for much of the period between 1967 and 1974 the growth of the Crown Agents' own-account business, and the pattern of its investments, as outlined in the report, was inadequately monitored and scrutinised. During this period, there was a lack of clarity concerning the constitutional relationship between ministers and the Crown Agents, and the information made available to ministers was incomplete. The government accepted that this represented a failure to apply the normal principles of public accountability.

The government believed that its efforts to explore the causes of this failure, would be regarded as firm evidence of its determination that the conduct of public affairs should be honourable, and should be seen to be so.

In the Fay report, which is the subject of the government statement, the essential background is summarised. What the Crown Agents did between 1967 and 1974 inclusive was to conduct on their own account a substantial secondary banking activity and in the course of conducting it to engage in investment and lending which was unwise both in character and in degree. They embarked upon this course without seeking independent advice and the committee found that the Crown Agents possessed neither the skills nor the organisation necessary for such an enterprise. Accountability was lacking. It was unfortunate that the operation developed at a time it was believed that those deploying funds could hardly avoid making money, and there was thus engendered in the officials concerned an undeserved degree of self-confidence.

Discussing the future of the Crown Agents, the statement said that the Fay report explored and elucidated a phase in the conduct of the Crown Agents' affairs which ended, and ended decisively, three years ago. It was in effect, an essential account of conduct and events which were now a question of historical concern rather than present anxieties, although their financial consequences were still with us. It was important to emphasise that the traditional activities of the Crown Agents in providing services to their overseas principals had continued, and were continuing successfully.

[1] 'Report by the Committee of Inquiry appointed by the Minister of Overseas Development into the circumstances which led to the Crown Agents requesting financial assistance from the Government in 1974.' House of Commons return number 48, HMSO, price £2.75.

[2] 'Statement by Her Majesty's Government on the Report of the Fay Committee of Inquiry on the Crown Agents.' House of Commons return number 49, HMSO, price 75p.

Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973: Northern Engineering Industries Ltd and International Combustion (Holdings) Ltd. Inchcape and Co Ltd and Crane Fruehauf Ltd.

Monopolies Commission to investigate gas appliances

Gordon Borrie, Director-General of Fair Trading, asked the Monopolies and Mergers Commission on 1 December to investigate the supply in the United Kingdom of gas cookers, gas fires and instantaneous gas water heaters. The commission is asked to report within two years.

The commission has been asked to investigate the market for three types of domestic gas appliance – gas cookers, gas fires, and instantaneous gas water heaters. The reference does not include gas boilers for central heating systems or minor types of appliance like gas refrigerators or gas pokers. It will investigate both the supply of the three kinds of appliance by manufacturers to retailers and their supply by retailers to the public. The principal manufacturers are thought to be Thorn, Tube Investments and United Gas Industries. There are other smaller suppliers. The market is thought to be worth about £120 million per annum.

The commission will be mainly concerned with the arrangements for producing and marketing appliances but, it is expected that it will also consider arrangements for servicing appliances and the export record of the manufacturers.

Any person or organisation wishing to offer evidence in relation to the reference should write to the Secretary, Monopolies and Mergers Commission, New Court, Carey Street, London WC2A 1JT.

Cadbury Schweppes: Price Commission investigation

The Price Commission notified the Secretary of State for Prices and Consumer Protection on 1 December that they intend to investigate certain price increases of Cadbury Schweppes Foods Ltd.

The company prenotified the Commission on 7 November that it intended to increase prices of its general range which includes cocoa and chocolate flavoured and covered products, table jellies and desserts. The commission considered the proposed increases and decided that they should be the subject of an investigation under section 4 of the Price Commission Act 1977. The commission was particularly concerned about increases in cocoa-based products in relation to increases in the world market price of cocoa. The company has a strong market share in these products.

The effect of the commission's decision to investigate is that the price increases proposed may not be implemented during the period of the investigation which must be completed within three months. However, the commission is able to allow interim price increases, and are obliged to do so to the extent to which the safeguard provisions operate.

Anyone who wishes to make any representations to the Price Commission in connection with this investigation should write to the Secretary, Price Commission, Neville House, Page Street, London SW1P 4LS.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified

24 November 1977

1319743 Lindley Plasticore Ltd
Pipe couplings
1394680 Lindley Plasticore Ltd
Tubular bodies
1186120 The Trane Co
Refrigeration apparatus control
1239017 Agfa-Gevaert
Improved light-sensitive silver halide material
1277858 Otto A. Cremonese
Method and means for converting solar heat energy to electrical energy
1396482 Carrozzeria Pininfarina SpA
Motor vehicle with sunshine roof
1430848 Optical Systems Corporation
Coverter for CATV
1444928 Norman James Smith
Horticultural product
1446623 Rosenthal Aktiengesellschaft
Mould for producing glass products

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement.

E. Armitage, Comptroller

Changes in VAT explained

VAT News 13 is now being distributed to all VAT registered traders. Publication of this edition has been deferred in order to publicise a number of minor VAT changes arising from the adoption by the UK and other members of the European Economic Community of the sixth directive on value added tax. These changes were among those contained in the Finance Act 1977, and take effect from 1 January 1978.

The changes include the treatment as supplies of services of certain transactions formerly treated as supplies of goods; restriction of the relief from VAT in respect of business gifts not exceeding £10 in value; revised arrangements for supplies on credit (including hire-purchase); changes in valuation for tax purposes of certain supplies, and of imported goods; new requirements concerning the evidence needed to support claims for deduction of input tax.

Also included in *VAT News 13* are details of Customs and Excise decision that snacks, such as hot dogs or hamburgers, and drinks, such as tea, coffee or cocoa, sold to be taken away from stalls or mobile vans in the street or on the seafront, may be zero-rated as 'take-away food' after 1 December 1977.

The new ruling does not apply to soft drinks, ice cream, crisps or confectionery, which in all circumstances continue to be chargeable with VAT at the standard rate of 8 per cent. Nor does it apply to any snacks or drinks sold at shows, racecourses, football grounds and similar places. These, like catering supplies generally, are also chargeable with 8 per cent VAT.

Other matters dealt with include: details of a revised edition of notice 727 (VAT: special schemes for retailers) and its supplements, which come into force on 1 January 1978; and details of new arrangements affecting cash-and-carry wholesalers concerning the use of till rolls as tax invoices for items over £50 in value.

Sports bodies and promoters of sporting, recreational or cultural events are reminded that they must charge and account for VAT on their supplies of sponsorship rights; and charities and other voluntary bodies organising charity balls, concerts, 'first nights' and similar fund-raising functions are reminded that charges for admission, etc, are within the scope of VAT.

In addition, a number of changes in the scope and coverage of VAT are made by new Treasury orders. Details of these and of other liability changes operative from 1 January 1978 are given in a supplement to notice 701 (VAT: Scope and coverage), which is being sent to all VAT registered traders together with *VAT News 13*.

Government sales

14 December 1977 – Miscellaneous

Location

Embassy Suite, Balkerne Hill, Colchester, Essex

Auctioneers

Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester (tel. 0206 46161)

Stores lying in SE England and East Anglia, with furniture, clothing, machine and hand tools, many vehicles and other goods.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

Plant and Machinery Industrial Property

SALES & VALUATIONS

UK & OVERSEAS

Henry Butcher & Co

London 01-405 8411

Leeds 0532 457356

Irish Associate: Dublin Tel: Dublin 764471

ENCIRCLE TI 707 ON PAGE 535 FOR FURTHER INFORMATION

PUBLIC AUCTION SALE

BRISTOL

A public auction sale of surplus government furniture and equipment has been arranged at the DoE/PSA Supplies Store, Bay 5, Ashton Vale Road, Bristol, Avon BS3 2HJ. The sale will commence at 10.00 hours on the 14 December 1977 and viewing will be allowed from 10.00 to 16.00 hours on the day previous.

The auctioneers are Messrs. Stanley, Alder and Price, 7 St. Stephens Street, Bristol, Avon BS1 1EG, telephone 0272 299151 and catalogues will be available directly from them, price 15p.

ENCIRCLE TI 708 ON PAGE 535 FOR FURTHER INFORMATION

New publications

Breaking into the German market

How can businessmen break into West Germany's complex but rewarding market? A detailed and practical study of an authoritative approach to this problem can be found in Wolfgang Zahn's book, 'Exporting to the Federal Republic of Germany'.

Published by the German Chamber of Industry and Commerce in the United Kingdom, it is primarily aimed at businessmen considering exporting to West Germany for the first time. However, exporters already established in the federal republic could also have something to learn from the practical guidance provided.

From a helpful account explaining how to approach the West German market and a description of the country's economic system, the author goes on to outline the various sales channels open to potential exporters, setting out the criteria for choosing a suitable trading partner.

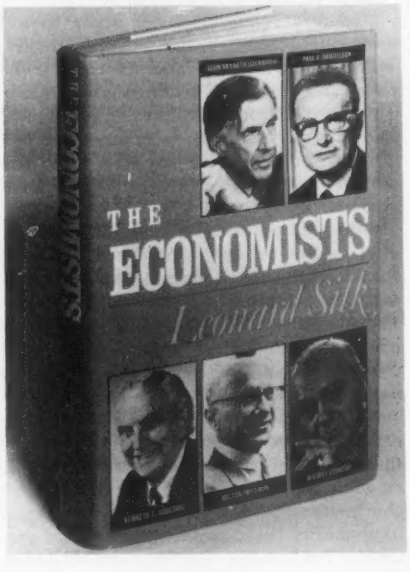
He provides invaluable information on the structure of the German market, both wholesale and retail, as well as advice on marketing, sales promotions and advertising. Also included are useful suggestions on how to select, prepare for and participate in German trade fairs and exhibitions. Basic information on import regulations is followed by a particularly helpful 'Hints to businessmen' section, which provides some useful local data on travel, customs and business hours and practice.

Exporting to the Federal Republic of Germany, by Wolfgang Zahn. German Chamber of Industry and Commerce in the United Kingdom, 11 Grosvenor Crescent, London SW1X 7EE 1977. (70 pages; paperback. £6.00 to non-members (£4.00 to members)).

Men behind the theories

In an age bound by economic theories, it is useful to be able to follow the development of the lives and careers of their authors – the faceless men behind the theories, the economists.

This is the title of a book originally published in the United States last year, which has recently become available in this country. As author Leonard Silk explains, 'In this book I have sought to explore the ideas of five



leading economists of the generation that followed Keynes. All of them have produced ideas which have already had a considerable impact upon contemporary society, ideas which I believe will influence economic and political thought and action for many years to come'.

The five leading and influential economists selected are Paul Samuelson, Milton Friedman, John Kenneth Galbraith, Wassily Leontief and Kenneth Boulding – men who have voiced their opinions on many of today's major issues. Drawing partly on personal interviews with the economists themselves and their associates, as well as his wide reading of their works, Leonard Silk provides a short portrait of each man – his life, his philosophy and his work. The final chapter reviews the position of contemporary economics and examines the influence of the five in the field. Also included is a useful list of references on publications produced by and about them.

Although this book was written about Americans for the United States market, it is clearly of general interest to a far wider audience.

The Economists, by Leonard Silk. New York, Basic Books: distributed in Great Britain by Harper and Row. 1977. (xii, 294 pages. £5.95. ISBN 0 465 01810 6).

Don't blame the computer

Computer-derived mistakes in any part of life today have become a commonplace joke. No one chuckles, however, about the bulk of computer procedures that function perfectly. The computer's considerable contribution to efficiency is exemplified by two recent books from the National Computing Centre.

In the Computerguide series, 'Production Control Implementation' provides practical advice to the line manager on the implementation and operation of computers in this important area. The guide is based on the authors' own personal experiences and provides advice and warnings of the pitfalls to be avoided, when introducing a computer-aided production control system.

A discussion by P. J. Down also concentrates on practical aspects – this time of diagnosing and solving a possible fault in data communications. He observes in the foreword to his 'Fault Diagnosis in Data Communications', that 'the fast growing area of data communications systems does not as yet have either enough experienced personnel or the historical background from which standard operating fault diagnostic procedures usually evolve', and as such any guidance on the subject must be welcomed. Hidden away in the appendices is some valuable information including case histories of actual communication systems, and a list of hints for first-time users.

These are just two examples of the many publications produced by NCC which may provide practical information for those in the computer and related fields. Lamentably neither of these two volumes is indexed.

Computerguide 13: production control implementation, by A. H. Green and P. E. Hall. National Computing Centre Ltd, Oxford Road, Manchester M1 7ED. (vi, 42 pages; paperback. £3.50. ISBN 0 85012 165 5).
Fault Diagnosis in Data Communications, by P. J. Down. National Computing Centre Ltd. 1977. (xvii, 189 pages; paperback. £6.00. ISBN 0 85012 186 8).

Concrete sea structures

Rapid expansion of offshore operations in recent years has encouraged research into the engineering problems arising from the use of concrete in offshore structures. In October 1973 the Fédération Internationale de la Précontrainte (FIP), which co-ordinates the exchange of scientific and technical information on prestressing between its member associations in over 40 countries, produced its 'Recommendations for the design of concrete sea structures'.

The latest edition of this work utilises the experience gained in offshore construction for oil and gas production to formulate more detailed recommendations, including some for structures sited in seismic areas. Recommendations, all of which can be applied using existing techniques and equipment, have been produced on loads; design materials and durability; foundations; construction and installation; and inspection and repair. An appendix contains a substantial select bibiliography (nine pages) on 'Concrete in the marine environment', which should prove a valuable source for engineers and others seeking references to technical literature in this subject area.

Recommendations for the Design and Construction of Concrete Sea Structures. 3rd edition. Cement and Concrete Association, Wrexham Springs, Slough SL3 6LP 1977. (59 pages; paperback £5.00. ISBN 0 721 1069 5).

Publications and opinions expressed on this page do not necessarily reflect the views of the government. Inquiries and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

In the review of 'Councils, Committees and Boards', published by CBD Research Ltd (reviewed in *Trade and Industry*, 25 November 1977, page 386), the price quoted should have been £22.50.

New products

Accurate low-cost sawing machines

A solid, one-piece cast iron bed for strength and economy of production is used in each of two low-cost metal sawing machines introduced by Charles Wicksteed and Co Ltd. The Econicut 6 and Econicut 8 are accurate and competitive, say the makers. Easy to operate, the machines require little maintenance and can undertake all work normally met in an engineering workshop. The one-piece bed totally encloses the electric motor and jockey pulley tensioning drive system, and the saw frame and swing arm run on square section slides with gib strip adjustment, constructed to ensure a true cutting action. Blade retaining fixtures fitted to the frame prevent projections and make it easier to replace the blade.

The heavy-duty screw and hand-wheel regulated angle vice grips securely, and can be swivelled to 45 degrees. Dowel positions for 90, 75, 60 and 45 degrees are provided. Two machining speeds – 100 or 150 strokes per minute – are available, and change-over is quick and simple. Cutting-feed action is hydraulically operated by a single, conventionally located control so the pressure can be varied according to the material to be cut. An adjacent lever activates the automatic lift device which quickly returns the saw frame on completion of the cycle, and a built-in limit switch activates the auto-reset.

A coolant pump is fitted as standard, and optional equipment includes work support stand and a repeat-length setting bar complete with collars and spring.

Further information: circle 207

Rubber density measured automatically

What is claimed to be the world's first fully automatic equipment for measuring the specific gravity of rubber has been developed by Monsanto Ltd. The Densitron, which provides an accuracy of better than +0.5 per cent regardless of an operator's skill, has been produced at the request of major manufacturers of rubber products so that they can use density measurements for checking rubber composition. This test is reliable only if measurements are highly accurate. Conventional, and often unreliable, methods for ascertaining density are time-consuming and their accuracy depends largely on an operator's skill. These tests involve either immersing the sample in a salt bath or using chemical analysis.

The automatic process deals with up to 30 discs in a cassette. A mechanical handling arm selects one sample at a time and places it in a carrier. Carrier and sample are first weighed in air, and then in water. The data obtained are electronically processed and automatically printed out.

Further information: circle 208

All-purpose surgical trolley packs flat

An all-purpose surgical trolley with a range of optional fittings is supplied packed flat by Siddall and Hilton (Hospital Furniture) Ltd to simplify storage and transport. The framework of the Sidhil 1365 is made from 25 mm welded steel tube and is 865 mm high by 455 mm wide; it is offered in four lengths – 455 mm, 610 mm, 760 mm or 915 mm. The trolley's polished aluminium or satin-finished stainless-steel shelves can be removed for easy cleaning and are reversible, giving the choice between a flush surface or one equipped with a guard rail on three sides. Anti-static rubber is fitted on the cross-tubes, and the trolley is mounted on ball-bearing anti-static castors.

Further information: circle 209

New humidifier does not wet materials

What is believed to be the only high-output humidifier made from corrosion-resistant components which can be used without wetting or spotting materials has been developed by A and A Industrial Equipment Ltd. The body of the aerosol Turbo C771 is moulded from glass fibre, and it has a stainless steel atomising disc and blading. It is designed for mounting above a working area, and can be fixed to a ceiling joist or roof structure by four bolts. Its total working weight is 39 kg. The unit can be used in all types of working conditions, including tobacco factories, textile mills, printing plants, pharmaceutical production, chemical processing, experimental establishments and laboratories.

All air going into the humidifier is filtered to prevent atmospheric dust entering the water storage and recirculation system, so the unit cannot be choked by dirt and can give long troublefree service, according to the manufacturer. When the air filters need changing, the water in the bowl is released and the unit is automatically flushed out with clean water. Any residual matter in the enclosed bowl is carried to waste. Materials like textiles or fine papers cannot be wetted or spotted since the moisture is released into the room atmosphere in the form of fast-evaporating micro-aerosols.

Further information: circle 210

Rough terrain lift truck has high basic specification

Specifically aimed at the construction, plant hire and agricultural markets, the LS2500K-4 is an entirely new rough terrain lift truck, with a lift capacity of 2 500 kg at 500 mm load centre, introduced by Bonser Engineering Ltd, Giltbrook, Nottingham. Selection of two- or four-wheel drive, exceptional grade – ability of 70 per cent laden – equivalent to climbing an incline of 30° – integral sideshift mast, and quick shift control for instant forward/reverse directional change, are all basic features.

Further information: circle 211

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Technology news

Widening range of health and safety research

Six million pounds were spent on research, testing and scientific support services in 1976 by the Health and Safety Executive, says a report [1] published on 29 November. It summarises progress on a wide range of topics including mining, agriculture and food storage, manufacturing, engineering, analysis and control, occupational medicine, explosives and hazardous substances, nuclear installations and testing. The executive is extending the range of work carried out by its Research and Laboratory Services Division (RLSD).

Expenditure on contracts accounted for 37 per cent of the overall cost, and gave access to expertise and facilities that are not immediately available in the executive.

Accounts of long-term studies of mine safety problems include the ignition of methane by frictional heating, electrical equipment or mining explosives, and the engineering and metallurgical problems associated with coal winning.

Dust explosion work, started in mining, has been extended to cover the explosion hazard in large silos used for storing such products as grain and sugar, the object being to recommend safe working practices. The report says that experiments so far have shown that flour explosions, once started, are reasonably similar in behaviour to coal dust explosions.

A new study is described on devising methods to test and assess the performance of electrostatic eliminators used to reduce to acceptable levels the electrostatic charges that build up on the surface of materials being processed in the form of sheets, webbing and filaments.

Much of the work of RSLD's laboratories is concerned with helping inspectors in their day-to-day work. The report describes flammability and explosibility testing of a wide range of materials, and the quantitative analysis of some 13 500 samples for contaminants such as asbestos, lead, silica, esters, ketones, oil mist and cadmium.

More than 29 000 samples of blood or urine were analysed by the occupational medicine laboratory: about 16 000 of the samples were analysed by the biochemical techniques to monitor exposure to toxic organic chemicals: the remainder were analysed to determine concentrations of toxic elements.

A new test, known as the thermal bomb test, is currently being used to examine the effcts of heating pure ammonium nitrate and ammonium nitrate containing small amounts of organic ingredients such as oil and mineral jelly. The report says that it is hoped it will be possible to use the results to assess the validity of the limits on organic ingredients in ammonium nitrate fertilisers imposed by codes of practice designed to minimise the risk of explosion.

[1] 'Health and Safety Research 1976', HMSO, price £2.50.

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

CAD offers graphically checked NC tapes

Production of numerical-control tapes for all machine tools is a new service offered by the Computer Aided Design Centre of Cambridge. It has the main advantage that the tapes are graphically checked, that is the component-to-tool relationship is actually seen on a visual display unit.

The production services group at the CAD centre also offers production of inspection and other precision drawings on all types of paper or film, graphical tape-proving and checking, computer cost-estimating for machined components, writing of specialised computer programs and printed circuit board artwork production.

Further information: circle 212

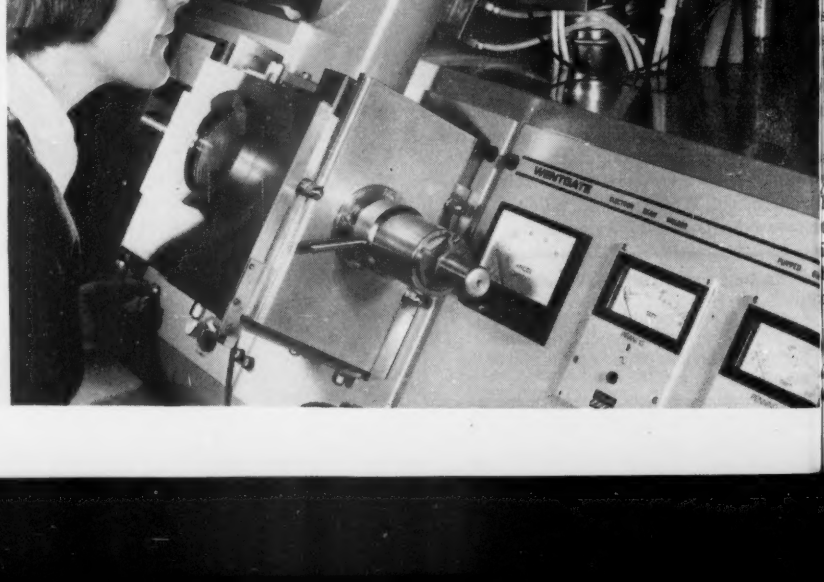
Liquid nitrogen refrigeration systems

Air Products Ltd is introducing a versatile range of liquid nitrogen container refrigeration systems and equipment, to suit all types of frozen or chilled cargoes. The range of equipment comprises a mobile refrigeration system; liquid nitrogen static stations, incorporating underground and above-the-ground pipelines, freeze points and cryo clip-on units; an in-transit refrigeration system called the cryoguard and liquid nitrogen ISO containers.

The mobile refrigeration system is used to

Electron beam welder improves critical welds

This British welding equipment produced by Wentgate Engineering (1976) Ltd, Huntingdon, Cambridgeshire, will join together similar or dissimilar metals down to 0.01 mm in thickness in just 12 seconds. It has recently been used to make critical joints in heart pacemakers, where its ability to weld with extreme accuracy in confined spaces was paramount. The weld produced by this 1 kW automatic machine is made by an extremely small beam of electrons, it can be as little as 0.13 mm across at low power, and, although this increases slightly as the power increases, it is always small enough to ensure that little heat is transmitted to the component being welded. The actual weld is completed inside a vacuum chamber which is pumped down from atmospheric pressure after each workpiece has been inserted.



maintain the low temperature of deep-frozen cargo in containers stacked at depots and terminals. It consists of a liquid nitrogen dispenser unit which can feed eight containers simultaneously. A more permanent alternative to this system for deep-frozen cargo and an ideal one for chilled produce is the liquid nitrogen static station. It includes a pipeline system, either below or above the ground, which forms a liquid nitrogen distribution network with multiple feed points which can be used in combination with cryo clip-on units, for all types of cargo, freeze points with temperature controlled or time-pulsed inputs of liquid nitrogen or a combination of these methods.

The cryoguard is an in-transit clip-on container refrigeration system which operates independently of a terminal pipeline system.

Air Products can also supply liquid nitrogen ISO containers of all standard sizes which can be used purely to carry liquid nitrogen as cargo, or by the container operator to provide a bulk in-transit liquid nitrogen refrigeration system using clip-on units on ships and trains.

Further information: circle 213

New legislation for pressurised systems proposed

A new approach to legislation covering pressurised plant should raise safety standards over a wide field of work, says the Health and Safety Commission in a consultative document [1] published on 24 November.

The commission suggests a framework of legislation which would cover nearly all pressurised systems in working situations including static and transportable pressure vessels, and which would deal with such matters as design, construction, maintenance, inspection and repair.

The new proposals mean that all parts of a pressurised plant, including the inter-connecting pipeworks and fittings, protective devices and control equipment should be regarded as a single-pressure system. This is necessary because safety is critically dependant upon the integrity of the whole system, say the commission.

For specially hazardous plant and for some other particular classes of pressurised vessels and systems, including those which are transportable, it is proposed that supplementary regulations should be introduced to specify more detailed requirements. At the same time it is recognised that it may be reasonable to exclude some plant which is at the low-risk end of the scale from the general framework of legislation.

It is envisaged that some pressurised systems including those in ships and aircraft would be excluded under the new regulations, but that steam boilers in the use of the Crown, the United Kingdom Atomic Energy Authority (UKAEA) and railway companies would be brought within their scope, as would work offshore.

Besides requiring good design and sound construction in all parts of a pressurised system, provision should be made to facilitate examination and testing and for the fitting of protective devices. It is proposed that new systems or parts should be examined before use; that the maintenance of existing systems should be backed-up by written schedules of examination and testing; and that special attention should be paid to repairs and modifications.

The consultative document suggests that the user of pressurised plant should appoint a responsible person to oversee safety measures. The user should ensure that a competent person checks such plant after repairs or modifications and reports would need to be made by those making such checks. Instructions on the safe working of the plant, and records of examination, repairs and modifications should be kept.

The document includes a section on the possible content of supplementary regulations concerning more hazardous processes, and lists those parts of the Factories Act 1961 which might be repealed once relevant supplementary regulations are in force.

The consultative document mentions that separate consultations will take place on the directive on pressure vessels, issued under article 100 of the EEC treaty, which deals with administrative procedures. Other future optional directives will deal with the design and construction of pressure vessels.

Comments on the proposals in the consultative document should be sent to Mr E. J. Glover, Safety Policy Division, Branch A3, Health and Safety Executive, Baynards House, 1 Chepstow Place, London W2 4TF by 31 May 1978.

[1] 'Proposals for new legislation for pressurised systems', HMSO, 50p.

Boughton design winch for Post Office

T. T. Boughton and Sons Ltd has developed a mobile back-up winch to assist Post Office telecommunications in the raising and lowering of a world-wide transmitting aerial system four miles in circumference supported by 12 masts at their Rugby radio station.

Each of the 250 m high masts incorporates an integral winch, but extra back-up winches will be needed to lower the complex structures to the ground for maintenance or the replacement of cracked insulators if, for example, winter icing should overload the aerial.

Each of the Boughton winches incorporates a powerful hydrostatic 'fail-safe' automatic brake, and power to raise or lower the aerial is provided by a five-cylinder, two-speed hydraulic motor with a displacement ratio of 2 to 1.

The design ensures that full line pull performance of 15½ tonnes on bare drum, is achieved with maximum displacement.

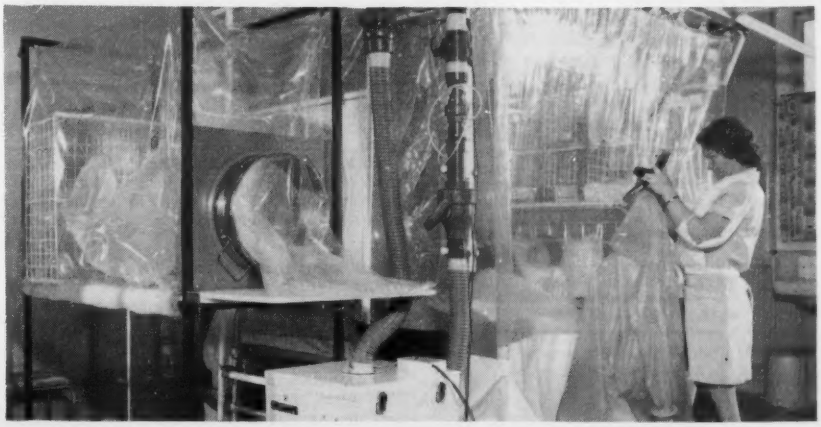
Alternatively, by changing to minimum displacement, Post Office engineers can reduce torque by 50 per cent with doubled speed to allow for an extra fast rope-in operation.

The winches, which operate at variable speeds to provide the precise degree of control necessary, will also assist in moving a single-span aerial strung between two masts on this 730 hectare Rugby site.

Medical isolator offers complete security and convenience

This advanced medical isolator system for patients suffering from highly infectious diseases has been introduced by Vickers Medical Ltd, Basingstoke, Hampshire. Designed to provide maximum microbiological security while offering full nursing facilities and ease of assembly, the system consistsof a containment bed for hospital use and an aircraft transit isolator. The hospital isolator has its own purpose-built air supply system and consists of two transparent flexible evelopes linked by a transfer port. A large compartment provides accommodation for the patient and a smaller one provides an internal working and storage area for nursing staff. Filtered room air is drawn into the system by an air supply unit and passed through a bacteriological filter into the patient area envelope. Air is drawn out of this envelope through the air supply unit to an exhaust outlet. The unit can be stored until required and the transparent walls allows the patient to be viewed at all times and also the patient feels less isolated. The hospital and aircraft isolators are compatible so that the patient can be directly transferred from aircraft to ambulance to hospital without risk of exposure. Other developments currently in prototype form are a stretcher isolator and respirator back-pack.

Further information: circle 214



Parliament

Monday, 28 November

Appreciation of sterling

Bryan Gould (Southampton, Test) asked the Secretary of State for Industry which industries were most likely to benefit and which to suffer as a result of the appreciation of the pound sterling.

Mr Cryer said that appreciation of the pound sterling would tend initially to reduce price competitiveness or profitability for all industries for which international trade was significant in relation to output. The extent would depend upon the circumstances of the industry. Generally, it was likely to be greater for industries producing bulk commodities and mass produced goods, like bulk chemicals, man-made fibres and some textiles; and smaller for specialised products where factors like design and performance were more important, as in the mechanical and electrical engineering sectors. But the extent of such effects would vary widely from firm to firm according to the nature of their products, and the proportion of components and other inputs imported. To the extent that appreciation helped to bring about a lower rate of domestic inflation and so lessen the rate of increase of unit costs it would offset the initial loss of competitiveness.

Profitability of home and export market

Bryan Gould (Southampton, Test) asked the Secretary of State for Industry if he would publish any evidence available to him which suggested that British industry, or any sector of British industry, was finding that export markets were more profitable than the home market or that their prices were becoming more competitive at home and abroad.

Mr Cryer said that some indication of possible trends in the relative profitability of home and export markets was provided by relative movements in export prices and domestic prices. He gave the following figures setting out movements since 1970 in the export unit value index for manufactured goods as a percentage of the wholesale price index for home sales of manufactured goods (excluding food, drink and tobacco):

1970 = 100

1970	1971	1972	1973	1974	1975	1976
100.0	95.6	94.7	98.1	98.8	98.9	103.1

Recent quarterly movements

1976				1977		
1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
98.8	102.1	103.9	105.2	104.6	102.7	102.3

He pointed out that the figures suggested that, after a steady rise through 1976, the relative profitability of export sales might have declined in the first three quarters of this year, though the level was still considerably higher than the average since 1970. Very recent information on price competitiveness was not available. The following figures showed movements in the dollar price of UK exports as a proportion of the weighted average for other industrialised countries up to the first quarter of this year:

1970 = 100

1970	1971	1972	1973	1974	1975	1976
100.0	102.2	102.6	94.1	93.1	96.5	94.9[1]

Recent quarterly movements

1976				1977
1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
99.3[1]	94.4[1]	95.2[1]	90.4[1]	96.2[1]

[1] Provisional

The figures suggested some loss of export price competitiveness between 1976 and the beginning of this year.

Export price competitiveness

Bryan Gould (Southampton, Test) asked the Secretary of State for Trade what were the latest figures for, and the latest estimates of: (a) the index of competitiveness and (b) the terms of trade index.

Mr Dell replied that the latest available information on export price competitiveness and the terms of trade was given in table B23 and table A2, respectively, of the November issue of the *Monthly Review of External Trade Statistics.*

Terms of trade

Bryan Gould (Southampton, Test) asked the Secretary of State for Trade what had been the movement in the terms of trade for machinery and transport equipment since 1970; what had been the decline in relative volume over the same period; what relation there was between the two; and what were the forecasts for 1978 for the two indices.

Mr Dell replied that the figures required were given in table F4 of the November issue of the *Monthly Review of External Trade Statistics.* No simple relationship existed between changes in the terms of trade and relative volume. Movements in relative volume would be influenced by factors such as home and overseas activity and also price competitiveness (for which the terms of trade index would provide an approximate guide only in view of differences in products exported and imported). No forecasts of the terms of trade and relative volume indices for machinery and transport equipment were available for 1978.

Fourth directive on aids to shipbuilding

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry when the government expected to receive the European council's new directive on shipbuilding aid to replace the directive which expired at the end of the current year; what representations the government was making about the content of the new directive; and whether he would make a statement on the compatibility of British policy on shipbuilding aid with EEC policy.

Mr Huckfield replied that the EEC commission's draft fourth directive on aids to shipbuilding was circulated to member states on 8 November. The draft had yet to be considered by the council of ministers. The purpose of the directive was to prevent unfair competition between member states, whilst permitting appropriate aids to deal with the shipbuilding crisis. The government supported this objective, but the detailed provisions of the draft would need careful consideration.

Clothing scheme applications

Max Madden (Sowerby) asked how many applications had been submitted for support under the clothing scheme; how many had been approved; and what was the total of assistance involved.

Mr Williams said that by mid-November 482 applications for assistance under the clothing scheme had been received; 287 of these had been approved for assistance, totalling £3.9 million.

Ferrous foundry scheme

Dennis Canavan (West Stirlingshire) asked what was the total amount of money given out under the ferrous foundry scheme.

Mr Williams replied that offers so far made under the ferrous foundry industry scheme total £58 million and payments £7 million. This assistance was related to a total foundry investment of £264 million.

Manufacturing investment

Jeff Rooker (Birmingham, Perry Barr) asked what were the latest figures for manufacturing investment compared with last year.

Mr Williams replied that investment by manufacturing industry in the first three quarters of this year was provisionally estimated at £1,305 million at 1970 prices, seasonally adjusted, a rise of 6 per cent over the same period last year.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Clwyd development area status

Sir Anthony Meyer (West Flint) asked the Secretary of State for Industry whether, in view of the level of unemployment in the county of Clwyd, which was now the highest in Wales and the third highest in the United Kingdom, and in view of the fact that within the county the highest levels of unemployment were in those areas which received least government support, he would now confer full development area status on the whole county.

Mr Cryer pointed out that a large part of the intermediate area within Clwyd was designated as a development area for the first time last April. This designation must have time to take effect.

Advance factory at Dearne Valley

Edwin Wainwright (Dearne Valley) asked the Secretary of State for Industry if he would now consider the building of a new advance factory within the Dearne Valley constituency.

Mr Cryer said that he had no plans to do so at the present time. But that factories were being built at Goldthorpe and Barnsley which would be accessible to Dearne Valley constituents.

North Norfolk

Ralph Howell (North Norfolk) asked the Secretary of State for Industry if, in accordance with the Local Employment Act 1972 and the Industry Act 1972, he would now make by order north Norfolk an area eligible for regional assistance, in the light of the fact that the unemployment rate in north Norfolk is 8.4 per cent.

Mr Cryer said that he did not consider that making north Norfolk an assisted area would be justified. The world recession had resulted in high unemployment in many parts of the country which the government was taking special measures to relieve.

Shipbuilding fund commitment

Neville Trotter (Tynemouth) asked how much of the shipbuilding fund had been committed in respect of ships ordered up to 31 October 1977; and what was the total amount of money so far committed out of the shipbuilding intervention fund on all contracts.

Mr Huckfield replied that commitments on 31 October 1977, including commitments conditional on the shipyard finalising contracts in prospect, amounted to £50 million; since then there has been no change.

Cost of food in the EEC

Robert Woof (Blaydon) asked in comparing the cost of food in the EEC with that available outside, what weighting was attached to prices for cereals, dairy products, fruit, meat and sugar, in reaching conclusions about the overall effect of EEC membership on food prices in Great Britain.

Mr Maclennan said that there was no official estimate of the effect of EEC membership on food prices because it was not possible to estimate reliably how prices might have moved had Britain not joined the community. It was not sufficient just to compare the cost of food in the EEC with that available outside. For example, it was clearly difficult to estimate

the prices at which Britain would have been able to buy Commonwealth sugar or New Zealand dairy produce if Britain were not in the EEC.

Retail price of bread flour

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection whether he would cause an investigation to be made to ascertain how and why the retail price of bread flour costs 18 per cent more than ordinary flour.

Mr Maclennan said that the did not consider that it would be appropriate at this stage to direct the Price Commission to examine flour, the price of which varied according to its type and origin.

Prices of manufactured foodstuffs

Robert Woof (Blaydon) asked by what percentage the price of manufactured foodstuffs had increased since June 1975 to the nearest date.

Mr Maclennan replied that the wholesale price index for home sales of foods (excluding animal and poultry feeds) manufactured in the UK rose by 4¾ per cent between June 1975 and October 1977, based on provisional figures for the latest month.

Cost of electricity consultative councils

Joan Maynard (Sheffield, Brightside) asked what was the cost of each of the regional electricity consultative councils in 1976-77.

Mr Faser said that records for the financial year 1976-77, the first full year in which his department provided the finance for the running of the consumers councils, were not kept in sufficient detail for the expenditure by each council to be readily available. The final expenditure out-turn by the 12 area electricity consultative councils was £526,000.

Discussions with steel industry

Marcus Lipton (Lambeth Central) asked the Secretary of State for Industry what discussions he had had with representatives of the steel industry concerning the production and export of stainless-steel cutlery.

Mr Cryer replied that there had been none but that there had been discussions with the Cutlery and Silverware Association of the United Kingdom. He hoped that these would result in a study of the major factors affecting the efficiency and competitiveness of the cutlery and flatware industry in both home and overseas markets. The Department of Industry had offered to contribute towards the cost of this study and to provide expert assistance.

EEC talks on steel industry

Sir Geoffrey de Freitas (Kettering) asked the Secretary of State for Industry what recent discussions on the future of the steel industry he had had with ministers and commissioners of the European community; and with what result.

Mr Kaufman said that the council of ministers had met on 21 November to discuss steel matters including the problems of external trade. That meeting had been attended by the Secretary of State for Trade. No final decisions were taken and discussion would be resumed at the council meeting on 19 to 20 December.

Commodity prices in the community

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Prices and Consumer Protection if he would publish a table showing the percentage increase in the following commodities, cumulatively, at the end of February and the end of October, in the nine EEC countries: bread, butter, coal, electricity, bacon, bricks, steel and gas.

Mr Maclennan gave the following information:

United Kingdom: percentage change

Based on the retail price index (Jan '74 = 100) (Prices relate to mid-months)	Feb 74 – Oct 74	Oct 74 – Feb 75	Feb 75 – Oct 75	Oct 75 – Feb 76	Feb 76 – Oct 76	Oct 76 – Feb 77	Feb 77 – Oct 77
Bread	−0.9	8.7	5.7	5.1	16.9	4.9	10.8
Butter	6.4	12.5	20.2	9.7	36.2	17.1	−6.4
Bacon	12.1	5.9	12.6	12.3	3.8	−1.6	5.5
Coal	4.9	20.5	25.2	0.9	20.9	0.3	13.8
Gas	2.2	7.7	9.2	17.7	1.9	9.0	10.7
Electricity	26.0	7.0	37.5	1.1	16.8	—	12.7
Based on the output indices of the wholesale price index (1970 = 100) (Monthly average) 1968 SIC							
Steel (311, 312)	29.1	16.5	4.2	3.9	25.1	4.3	7.4
Bricks (461/2)	17.0	11.2	11.8	4.6	11.9	6.7	10.6

Corresponding information for the other EEC countries for these periods is not readily available.

Prices of EEC steel products

Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry if he would publish data showing the relative price level, UK equals 100, of steel products covered by the treaty of Paris in each of the member states of the EEC.

Mr Huckfield replied that the British Steel Corporation was responsible for publishing its prices, which varied according to size, quality, etc. Comparison with European prices was made difficult by the differences in the specifications in the various countries, but the following table, provided by BSC, gave a broad indication of the relative levels of published home trade prices in other countries of the European communities on 1 November 1977. It did not cover the prices charged by the UK private sector producers.

BSC prices = 100

Product	West Germany	France	Italy	Belgium
Billets	117	105	79	120
Medium plates	95	95	93	154
Boiler plates	102	105	98	159
Structural beams	89	88	87	93
Reinforcement steel	99	96	99	106
Hot rolled strip	103	91	86	103
Hot rolled coil	115	99	98	113

Product	Nether-lands	Luxem-bourg	Denmark	Ireland
Billets	na	na	na	na
Medium plates	126	116	86	na
Boiler plates	131	na	94	na
Structural beams	na	105	na	na
Reinforcement steel	107	109	96	97
Hot rolled strip	102	114	na	na
Hot rolled coil	113	na	na	na

na = not available

Production of cutlery and flatware

John Osborn (Sheffield, Hallam) asked the Secretary of State for Industry what was the current rate of production of cutlery and flatware by value, type, including stainless steel, and number of pieces in the United Kingdom; what were the amounts and value exported as against home value; and how the figures for the current year compared with each of the previous five years.

Mr Cryer said that aggregate information was shown in the figures below and pointed out that more detailed information was published in *Business Monitor PQ 392* and the *Overseas Trade Statistics*.

Cutlery, spoons, forks and plated tableware[1]

	Index of production (1970=100)	Manufacturers sales[2] £ million	Exports[3] £ million
1973	99.6	71.3	28.6
1974	103.3	84.0	38.1
1975	88.0	90.1	41.7
1976	86.4	102.7	50.8
1977 (January-June)[4]	87.2	59.6	30.5

[1] Principal products of minimum list heading 392 ie cutlery, spoons, forks and plated tableware (including safety razors and blades). [2] Includes estimates for sales by establishments with less than 25 employees. [3] Valued fob. [4] Not seasonally adjusted.

Imports of cutlery

John Osborn (Sheffield, Hallam) asked what was the current rate of purchases of cutlery and flatware, including stainless steel, by value, type and number of pieces to date in the current year; how much of this total was being imported and from which countries; and how the figures for the current year compared with each of the previous five years.

Mr Clinton Davis said that aggregate information was shown in the following tables. More detailed information was published in *Business Monitor PQ 392* and the *Overseas Trade Statistics*.

Table 1 Cutlery, spoons, forks and plated tableware[1]

	Home demand[2] £ million	Imports[3] £ million
1973	59.2	16.5
1974	68.5	22.6
1975	72.5	24.1
1976	82.7	30.8
1977 (January-June)[4]	46.7	17.6

[1] Principal products of minimum list heading 392 ie cutlery, spoons, forks and plated tableware (including safety razors and blades). [2] Home demand is defined as manufacturers' sales (including estimates for sales by establishments with less than 25 employees) plus imports minus exports. [3] Valued cif. [4] Not seasonally adjusted.

Table 2 Leading suppliers of imports of cutlery, spoons, forks and plated tableware

January-June 1977

Country	Imports £ million (cif)	Imports as a percentage of total imports
Federal Republic of Germany	6.0	34
South Korea	1.8	11
US	1.6	9
Netherlands	1.4	8
Japan	1.4	8
Hong Kong	1.1	6

Pipe manufacturing industry

Dennis Skinner (Bolsover) asked the Secretary of State for Industry what effects the 1978-79 additional expenditure for construction work, as outlined in the Chancellor of the Exchequer's statement on 26 October, would have on pipe manufacturing industries.

Mr Cryer replied that it was not possible to quantify the effects on the pipe manufacturing industries, but there should indirectly be some increased ordering from the additional allocation for housing expenditure.

EEC studies in UK regional policy

Kenneth Clarke (Rushcliffe) asked what studies were being carried out by the European commission into the workings of British regional policy; and what information the government was giving to the commission to assist in such studies.

Mr Cryer replied that the commission was required, in accordance with article 93 of the treaty of Rome and in co-operation with member states, to keep under constant review all systems of aid in the member states. To this end, the commission would be reviewing the UK's system of regional aids. Following a request from the commission, the government was providing some preliminary statistical information.

NEB members and salaries

Philip Holland (Carlton) asked the Secretary of State for Industry, if he would name the members of the National Enterprise Board and state in each case the relevant salary or fee paid.

Mr Huckfield gave the following information:

Chairman
Leslie Murphy: salary £32,058.80
Part-time members: salary £1,000 per annum.
David Basnett
J. L. (Bob) Dickinson
W. B. Duncan
John Gardiner
John Lyons
Caroline Miles
Hugh Scanlon[1]
Harry Urwin[1]
Jack Wellings
Members indicated [1] do not draw their salary.

NEB disposal of investments

Michael Grylls (North West Surrey) asked the Secretary of State for Industry following his reply to the member for North West Surrey on Monday, 14 November, what were the names of the companies in connection with which the National Enterprise Board sought his approval for the disposal of investments; for which of those companies approval was

given, and what action was taken by the National Enterprise Board.

Mr Huckfield replied that the NEB's annual report and accounts 1976 referred to the board's disposal of its shareholding in Dunford and Eliott, which the secretary of state had approved; the remaining cases were commercially confidential.

NEB regional appointments

Stan Thorne (Preston South) asked the Secretary of State for Industry in what ways he intended to include representatives from trade unions and other organisations from the community within his regional national enterprise boards; and whether he would make a statement.

Mr Kaufman said that appointments to the new boards would be made by the NEB. They would look to the trade unions, financial institutions, and industry for suitably experienced people closely connected with the regions, but not as representatives of any particular organisation or interest.

NEB regional agencies

Stan Crowther (Rotherham) asked the Secretary of State for Industry whether, in the light of his decision to set up regional agencies of the National Enterprise Board in the northern and north western regions, he would consider making similar provision in the Yorkshire and Humberside region.

Mr Huckfield said that the secretary of state did not envisage similar boards being set up by the NEB in other regions.

Census of distribution advisory committee

David Mitchell (Basingstoke) asked the Secretary of State for Trade if he would publish the names of the persons who served on the statutory census of distribution advisory committee appointed under the Statistics of Trade Act 1947, together with a note of their qualifications.

Mr Meacher gave the following information:

Name/Organisation	Sponsored by
L. S. Berman (chairman) director of Statistics, Department of Trade	
R. Ash, director, Business Statistics Office	
Miss S. P. Carter, chief statistician, Central Statistical Office	
P. H. Richardson, chief statistician, Department of Trade	
J. M. Simmonds, chief statistician, Business Statistics Office	
Non-official members	
S. H. Ainsworth, economic and research officer, Co-operative Union Ltd	Co-operative Union Ltd
A. F. Alexander, director Scottish Grocers' Federation	Scottish Grocers' Federation
K. P. A'Court, manager of Market Research Department, Imperial Tobacco Ltd	Market Research Society
H. G. Daniels, partner, Alfred Simmons & Co (Accountants with retail customers)	Institute of Chartered Accountants
Lady Hall, chairman of the distribution Statistics Committee of the Economic Development Committee for the Distributive Trades	National Economic Development Office
S. Larton, director and secretary, Express Dairy Co Ltd	Confederation of British Industry
B. Lyons, chairman and managing director, United Drapery Stores Group Ltd	United Drapery Stores Group Ltd
J. Phillips, assistant general secretary, USDAW	Trades Union Congress/ Union of Shop, Distributive and Allied Workers
J. N. Rowse, chairman and managing director, F. H. Rowse Ltd	Drapers' Chamber of Trade
P. E. Shields, director, Dick and Goldschmidt Ltd	Federation of Wholesale and Industrial Distributors
D. W. Sizer, proprietor, Colour Cameras Ltd	National Chamber of Trade
J. de Somogyi, head of the economic information department, Marks and Spencer Ltd	The Retail Consortium
R. Temple, financial director, Tesco Store (Holdings) Ltd	The Retail Consortium
Miss R. Weatherall, statistical officer, services and survey unit, Consumers' Association	Department of Prices and Consumer Protection
Miss J. Willson, principal planner, director-generals' department, Greater London Council	National and Local Government Statistical Liaison Committee

National Film Finance Corporation assistance

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Trade by what criteria the National Film Finance Corporation decides to provide assistance towards the production costs of British films; if he was satisfied that these criteria had been met, in the light of films selected for assistance by the National Film Finance Corporation, in the last two years; and if he would list the films for which the National Film Finance Corporation had provided finance in the last three years, together with a comment, on each film, as to the actual financial out-turn at the box-office, compared with the estimated out-turn on which the National Film Finance Corporation funding was based.

Mr Dell said that under the provisions of the Films Act 1970 the National Film Finance Corporation might make loans to persons who, in the judgment of the corporation, had 'reasonable expectations of being able to arrange for the production or distribution of films on a commercially successful basis'. Within these statutory limitations the criteria used for selecting films were a matter for the corporation, and Mr Dell said that he had no reason to believe that the corporation had acted otherwise than in accordance with the statute. The films were: Akenfield; The Man Who Fell To Earth; Bugsy Malone; Sam and the River; The Romantic Englishwoman; Overlord; Duel Blade; The James Dean Story; Lisztomania; At the Earth's Core; Jabberwocky; The Duellists; The Disappearance; Black Joy; and Tarka the Otter. The criteria by which loan applications were judged were matters for the NFFC within their statutory limitations. The individual earnings of films were regarded as commercially confidential information by the NFFC with disclosure being a matter for the individual producers.

British Leyland corporate plan

Hugh Dykes (Harrow East) asked the Secretary of State for Industry what further plans he had to hold discussions on future prospects for British Leyland with the group's management and with the National Enterprise Board.

Mr Huckfield said that British Leyland was preparing a revised corporate plan on the basis of which the National Enterprise Board would report to the secretary of state on the company's future strategy. Discussions would be held as necessary.

Prevention of fraud paper

Michael Morris (Northampton South) asked the Secretary of State for Trade when he expected consultation on the white paper 'Amendments to the Prevention of Fraud (Investments) Act 1958' to be completed; and when he expected to introduce legislation following the white paper 'Amendments to the Prevention of Fraud (Investments) Act 1958'.

Mr Clinton Davis said that the consultative document 'Amendments to the Prevention of Fraud (Investments) Act 1958' (cmnd 6893) invited written comments by 30 September 1977; about 60 bodies had responded. Work was now in hand on the preparation of amending legislation, but pressure of parliamentary business might not permit its introduction until the next session.

Ministerial responsibility

Malcolm Rifkind (Edinburgh, Pentlands) asked the Secretary of State for Prices and Consumer Protection whether he would state which of the matters referred to in parts 1, 2 and 3 of schedule 10 to the Scotland bill were presently his responsibility.

Mr Hattersley pointed out that no matters in part 1 of schedule 10 were directly his responsibility but group 25 (civil law matters) touched upon matters for which he had responsibility. Among the matters listed in part 2 of schedule 10, he said he was wholly or partly responsible for safety standards for goods; restrictive trade practices and monopolies; regulation of credit; regulation of charges and prices. Certain enactments relating to these matters were listed in part 3 of schedule 10.

Ministerial appointments: industry

Hugh Dykes (Harrow East) asked the Secretary of State for Industry if he would publish a list of all bodies to which he appointed members other than civil servants, distinguishing between full-time and part-time, salaried, fee-paid and unpaid appointments, indicating for each category of appointment the number of such appointees.

Mr Huckfield gave the information below:

	Full-time [1]	Part-time	Salaried [2]	Fee-paid	Unpaid
Advisory Committee on the Census of Production	—	11	—	—	11
Advisory Committee for the Paper and Board Industry Scheme	—	6	—	—	6
Advisory Council on Calibration and Measurement	—	17	—	1	16
British Aerospace	9	2	11	—	—
British Shipbuilders	3	7	7	—	3
British Steel Corporation	3	7	10	—	—
Cable and Wireless Ltd	4	6	9	—	1
China Clay Council	—	2	—	—	2
Clothing Industry Scheme Advisory Board	—	5	—	—	5
Committee for Industrial Technologies	—	9	—	2	7
Committee of Inquiry into the Engineering Profession [3]	—	1	—	—	1
Committee for Materials Handling	—	8	—	—	8
Committee for Terotechnology	—	13	—	—	13
Corrosion Committee	—	11	—	2	9
Cotton Industry War Memorial Trust	—	6	—	—	6
Design Council	—	26	—	—	26
Design Council Scottish Committee	—	12	—	—	12
English Industrial Estates Corporation	—	6	6	—	—
Electronic Components Instrumentation and Automation Industry Support Schemes Advisory Board	—	8	—	—	8
Ferrous Foundry Industry Scheme Advisory Committee	—	8	—	—	8
Furniture Development Council	—	18	1	—	17
Industrial Development Advisory Board	—	12	—	—	12
Industrial Technologies Education and Training Committee	—	18	—	—	18
Information and Publicity Committee	—	1	—	—	1
Iron and Steel Employees Readaptation Benefits Scheme Advisory Committee	—	7	—	7	—
Laboratory of the Government Chemists Requirements Committee	—	3	—	—	3
Manufacturing Machinery Advisory Committee	—	8	—	—	8
Manufacturing Advisory Service Steering Committee	—	14	—	—	14
National Committee on Computer Networks	—	17	—	—	17
National Computing Centre Limited	—	5	5	—	—
National Electronics Council	—	3	—	—	3
National Enterprise Board	1	9	10	—	—
National Maritime Institute Board	—	3	—	—	3
National Research Development Corporation	5	9	10	—	4
Non-Ferrous Foundry Scheme Advisory Committee	—	6	—	—	6
Northern Industrial Development Board	—	12	—	—	12
North West Industrial Development Board	—	11	—	—	11
Post Office	4	5	9	—	—
Requirements Boards:					
Chemicals and Minerals	—	14	—	—	14
Chief Scientists	—	14	—	—	14
Computers Systems and Electronics	—	11	—	—	11
Engineering Materials	—	11	—	2	9
Garment and Allied Industries	—	8	—	—	8
Mechanical Engineering and Machine Tools	—	10	—	—	10
Metrology and Standards	—	9	—	—	9
Ship and Marine Technology	—	6	—	—	6
South West Industrial Development Board	—	9	—	—	9
Waste Management Advisory Council [4]	—	32	—	—	32
Yorks and Humberside Industrial Development Board	—	10	—	—	10

[1] All full-time board members are salaried. [2] Not all part-time board members draw the relevant salary. [3] Chairman only. Other appointments are being made. [4] Appointments made jointly with the Secretary of State for the Environment.

	Full-time [1]	Part-time	Salaried	Fee-Paid	Unpaid
Advisory Committee on the Safety of Household Electrical Equipment	—	15	—	—	15
British Hallmarking Council	—	8	—	—	8
Consumer Protection Advisory Committee	—	15	—	15	—
Hearing Aid Council	—	12	—	12	—
Metrication Board	—	13	13	—	—
Monopolies and Mergers Commission	1	23	24	—	—
National Consumer Council	—	17 [2]	17 [2]	—	—
Scottish Consumer Council	—	12	1	11	—
Welsh Consumer Council	—	12	1	11	—
Office of Fair Trading	1	—	1	—	—
Price Commission	1	14	15	—	—
Tate and Lyle Customer Safeguards Committee [5]	—	7	—	—	7
Nationalised Industries' Consumer Councils:					
Domestic Coal Consumers' Council	—	21	—	—	21
Electricity Consumer Council	—	13 [3]	1	—	12 [3]
Eastern Electricity Consultative Council	—	27	1	—	26
East Midlands Electricity Consultative Council	—	20	1	—	19
London Electricity Consultative Council	—	25	1	—	24
Merseyside and North Wales Electricity Consultative Council	—	27	1	—	26
Midlands Electricity Consultative Council	—	27	1	—	26
North Eastern Electricity Consultative Council	—	27	1	—	26
North Western Electricity Consultative Council	—	20	1	—	19
South Eastern Electricity Consultative Council	—	27	1	—	26
Southern Electricity Consultative Council	—	23	1	—	22
South Wales Electricity Consultative Council	—	23	1	—	22
South Western Electricity Consultative Council	—	23	1	—	22
Yorkshire Electricity Consultative Council	—	24	1	—	23
National Gas Consumers' Council	—	23 [3]	1	—	22 [3]
Eastern Gas Consumers' Council	—	26	1	—	25
East Midlands Gas Consumers' Council	—	30	1	—	29
North Eastern Gas Consumers' Council	—	28	1	—	27
Northern Gas Consumers' Council	—	27	1	—	26
North Thames Gas Consumers' Council	—	25	1	—	24
North Western Gas Consumers' Council	—	30	1	—	29
Scottish Gas Consumers' Council	—	23	1	—	22
South Eastern Gas Consumers' Council	—	29	1	—	28
Southern Gas Consumers' Council	—	20	1	—	19
South Western Gas Consumers' Council	—	23	1	—	22
Wales Gas Consumers' Council	—	22	1	—	21
West Midlands Gas Consumers' Council	—	28	1	—	27
Post Office Users' National Council	—	30 [4]	1	—	29 [4]
Post Office Users' Council for Northern Ireland	—	21	—	—	21
Post Office Users' Council for Scotland	—	23	—	—	23
Post Office Users' Council for Wales	—	23	—	—	23
Transport Users' Consultative Committees:					
Central Transport Consultative Committee	—	14 [3]	1	—	13 [3]
Transport Users' Consultative Committee for East Anglia	—	22	1	—	21
Transport Users' Consultative Committee for East Midlands Area	—	17	1	—	16
Transport Users' Consultative Committee for London	—	17	1	—	16
Transport Users' Consultative Committee for North Eastern Area	—	21	1	—	20
Transport Users' Consultative Committee for North Western Area	—	20	1	—	19
Transport Users' Consultative Committee for Scotland	—	21	1	—	20
Transport Users Consultative Committee for South Eastern Area	—	16	1	—	15
Transport Users' Consultative Committee for South Western Area	—	14	1	—	13
Transport Users' Consultative Committee for Wales	—	19	1	—	18
Transport Users' Consultative Committee for West Midlands Area	—	20	1	—	19
Transport Users' Consultative Committee for Yorkshire	—	13	1	—	12

[1] All full-time board members are salaried. [2] Includes the chairmen of the Scottish and Welsh Consumer Councils. [3] Includes the regional chairmen who serve as members ex-officio. [4] Includes the country chairmen who serve as members exofficio. [5] Appointments made jointly with the Minister of State for Agriculture, Fisheries and Food.

Appointments: prices and consumer protection

Hugh Dykes (Harrow East) asked the Secretary of State for Prices and Consumer Protection if he would publish a list of all bodies to which appointed members other than civil servants, distinguishing between full-time and part-time, salaried, fee-paid and unpaid appointments, indicating for each category of appointment the number of such appointees.

Mr MacLennan, in the above table.

Tourism development projects

John Pardoe (North Cornwall) asked the Secretary of State for Trade what representations he had received about the three tourism development projects initiated by his department; and if he was satisfied with progress so far.

Mr Clinton Davis replied that the working parties in each area had sought and received many comments. Subject to a planning inquiry in Scarborough, the responses had been sufficiently encouraging to allow the working parties to proceed to the next stage of preparing the draft plan, taking into account the representations received.

Danish/UK air services

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade if he would make a statement on the recent discussions with the Danish authorities on air services between the United Kingdom and Denmark and in particular on the proposed link between Birmingham and Copenhagen by British Midland Airways.

Mr Clinton Davis said that talks were held between the United Kingdom and Danish and other Scandinavian governments in Oslo on 22 and 23 November. He regretted that the Danish authorities were not prepared to issue the necessary operating permission to British Midland Airways despite Britain's firm assertion that such refusal constituted a breach of the air services agreement. Further talks had been arranged for January. In the meantime certain temporary operating permits issued to Scandinavian Airlines System outside the terms of the agreement would remain suspended.

Low power/low drag trial

Margaret Bain (East Dumbartonshire) asked the Secretary of State for Trade whether the low power/low drag trial conducted by the Civil Aviation Authority at London Heathrow was now completed; and if he would make a statement on the implications of this technique for other British airports.

Mr Clinton Davis said that the trial had been extended until 31 March 1978. Provided the outcome from both the noise abatement and operational points of view was successful, he understood that the Civil Aviation Authority intended considering the application of similar procedures to other UK airports.

Proposed harmonisation of hot-water meters

Neil Marten (Banbury) asked the Secretary of State for Industry what was his policy regarding the EEC proposal to harmonise hot-water meters.

Mr Cryer pointed out that the UK market for hot water meters was very small at present and there was no UK manufacture. The relevant sector of UK industry recognised a possible longer-term export potential for such meters however, and was in principle in favour of the harmonisation proposals in the current EEC draft directive. UK government policy reflected industry's attitude, subject to satisfactory safety and energy conservation requirements in particular. Consultations with potential manufacturing and other interests were in progress.

Tuesday, 29 November

EEC levy on wheat

Bryan Gould (Southampton, Test) asked the Secretary of State for Prices and Consumer Protection, what was the effect on the price of a loaf of bread of the EEC levy on the United Kingdom's imported wheat.

Mr MacLennan said that the proportion of imported breadmaking wheat on which the EEC levy was payable varied between different bakers and different types of loaf and the levy itself varied from time to time. It was therefore impossible to give a precise figure, but the levy was currently estimated to be equivalent to around ½-1p of the cost of a large standard loaf.

Imports of steel from Comecon

Dafydd Wigley (Caernarvon) asked the Secretary of State for Trade, what measures, if any, had been taken to limit imports of steel from member states of Comecon.

Mr Clinton Davis said that the appropriate east European authorities had been invited to restrict their deliveries of steel in 1978 to levels which should not create problems for the UK market. Discussions were continuing.

EEC special development areas

Neville Trotter (Tynemouth) asked the Secretary of State for Industry, what grants were available in the other EEC countries to regions comparable to the special development areas in the UK; and whether he was satisfied that the UK grants were adequate to attract industry when compared to those available in other EEC countries.

Mr Cryer replied that the secretary of state had no responsibility for the grants and financial incentives which might be available in other EEC countries, but those provided in regions which were comparable with Britain's special development areas were subject to the same community ceilings on capital aids. While the main factor determining firms' decisions to invest in the UK was their assessment of their ability to conduct a successful enterprise here, the grants and other advantages available in the UK assisted in attracting industry. Mr Cryer said that he had no reason to believe that they were any less effective than those in other EEC countries. General aid systems were subject to approval by the EEC commission.

NEB report on Merseyside

Robert Kilroy-Silk (Ormskirk) asked the Secretary of State for Industry if, in accordance with the recommendation of the National Enterprise Board, his department had initiated a study to identify industries which might be attracted to the port area of Merseyside; and when he expected such a study to by completed.

Mr Huckfield said that consultants had been commissioned by his department to carry out a study of the kind recommended and were expected to report in about six months time.

NEB proposals for Liverpool office block

Robert Kilroy-Silk (Ormskirk) asked the Secretary of State for Industry when he expected his department to have completed its study of the proposal of the National Enterprise Board that special arrangements should be made between the Liverpool Corporation, a developer and his department, to build a speculative office block in Liverpool so as to attract office employment from outside the assisted areas; and if he would make a statement.

Mr Cryer replied that study so far suggested that there were insufficient powers available to adopt the proposal in the form recommended by the NEB. He was considering whether it was possible to achieve the same intended results by other methods.

Assistance made under Industry Act 1972

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry what was the amount given by his department to the north-west intermediate development area and the amount given to the Yorkshire and Humberside development area in the current year.

Mr Cryer gave the following information;

Assistance made available under the Industry Act, 1972, 1 January 1977 to 30 September 1977.

(£000)

Regional Development Grant (Part 1 of the Industry Act)

Area	Payments
North West Intermediate	8131
Yorkshire and Humberside Development	1841

Regional Selective Assistance (Section 7, Pt II of the Industry Act)

	Offers	
Area	No.	Amount
North West Intermediate	174	8455
Yorkshire and Humberside Development	23	506

Selective Financial Assistance (section 8, Pt II of the Industry Act)

	Offers	
Area	No.	Amount
North West Intermediate	40	303
Yorkshire and Humberside Development	4	1154

Assistance to Shipbuilding Industry (Part III of the Industry Act)

	Offers	
Area	No.	Amount
Yorkshire and Humberside Development	1	12

Assistance in the north

Richard Wainwright (Colne Valley) asked the Secretary of State for Industry if he would publish a table showing the amounts of money given to the north-east development council, the north-west industrial development association and the Yorkshire and Humberside development association by both his department, and the local authorities concerned, together with the numbers of unemployed in those regions.

Mr Cryer gave the following information:

	Government grant 1977/78	Local authority contribution (estimate for 1977/78)	Unemployed in SDA and DA of region April 1977
	£	£	£
North of England Development Council	250 000	201 794	105 137
North West Industrial Development Association	135 000	76 000	79 267
Yorkshire and Humberside Development Association	30 000	93 430	21 131

The government grant id related to the unemployment in the SDA or DA only.

Hitachi manufacturing in the UK

Stanley Newens (Harlow) asked the Secretary of State for Industry if he would make a statement on the current state of discussions with Hitachi on the proposals advanced by this enterprise to establish a manufacturing unit in the United Kingdom.

Mr Cryer said that his department had had lengthy discussions with Hitachi about the terms and conditions on which the company might establish a manufacturing unit at Washington New Town. Ministers were now consulting with the industry and trade unions and the company was presenting its own case to those who had expressed concern about the proposal. It would not be appropriate for him to go further while these consultations were in progress.

Dispersal of Laboratory of Government Chemist

Roger Sims (Bromley, Chislehurst) asked the Secretary of State for Industry if he had consulted with those who normally submit samples for analysis to the Laboratory of Government Chemist at Waterloo on the proposal to move the laboratory to west Cumbria; and to what extent those users had advised him to what extent they would continue to use the service when it was situated in west Cumbria.

Mr Huckfield said that extensive consultations had taken place with major users of the laboratory and their requirements would be taken fully into consideration in the plans which were being made for dispersal.

Passengers using Scottish airports

James Sillars (South Ayrshire) asked the Secretary of State for Trade for each of the past five years, what was the number of domestic UK passengers and the number of international passengers using Scottish airports.

Mr Clinton Davis said that statistics of air passengers at most United Kingdom airports were published regularly in the *Civil Aviation Authority Monthly and Annual Statistics*. For the Scottish airports reporting to the CAA, which comprised Glasgow, Prestwick, Edinburgh, Aberdeen and the eight highland and island aerodromes, he gave the following information:

	Terminal passengers	
Year	International	Domestic
1972	941 723	2 701 326
1973	1 009 996	3 062 653
1974	1 019 340	2 981 715
1975	1 181 021	3 002 678
1976	1 390 699	3 384 464

Static caravan owners

Michael Morris (Northampton South) asked the Secretary of State for Prices and Consumer Protection what investigation had been carried out into the new practice of static caravan owners having to buy leases as happened at Whiteford Bay Holiday Estate Ltd; and what action he proposed to give static caravan owners security of tenure.

Mr Fraser replied that although his department had received a good many complaints from owners of holiday caravans about abuses in this area they had not so far raised the question of owners being required to buy leases. If Mr Morris had any information, Mr Fraser said, he would be very willing to examine it. In the meantime he was hopeful that the follow up work to the recent report on mobile homes would provide an opportunity for protecting the interests of holiday caravan owners as well.

Battery price increases

Arthur Lewis (Newnham North West) asked the Secretary of State for Prices and Consumer Protection, in view of the fact that earlier in the current year the retail price of the small transistor radio batteries was 5½p, and that currently they were 10p each, whether he would refer the matter to the Price Commission to ascertain why the price had increased by almost 100 per cent.

Mr Maclennan replied that the secretary of state had at present no plans to direct the Price Commission to examine these products. However, the Price Commission had notified him on 24 November that they intended to investigate certain proposed increases in the price of dry (primary) batteries manufactured by the Ever Ready Company (Great Britain) Ltd.

Restrictive trade practices

Terence L. Higgins (Worthing) asked the Secretary of State for Prices and Consumer Protection whether any restrictive trade practices had been registered by the Performing Rights Society Ltd.

Mr Fraser replied that the registration of restrictive trading agreements which fell within the scope of the Restrictive Trade Practices Act 1976 was a matter for the director-general of fair trading. However, he understood that no agreements to which the Performing Right Society was a party had been placed on the public register.

Anglo Polish shipping deal

Iain Sproat (Aberdeen South) asked the Secretary of State for Industry whether any of the 22 ships to be purchased by Poland with the aid of subsidy from the British government would have British-designed engines; and how many of the engines of the 22 ships to be built under the Anglo-Polish shipping deal would be built in the United Kingdom.

Mr Huckfield said that British Shipbuilders had already announced that engines of Sulzer design had been specified for the 4 400 dwt ships and of Burmeister and Wain design for the 16 500 dwt ships. Twelve of these would be built in the United Kingdom.

Ian Lloyd (Havant and Waterloo) asked the Secretary of State for Industry what he expected to be the net effect on the public sector borrowing requirement and on the balance of payments of the proposed contract between British Shipbuilders and the Polish government.

Mr Huckfield said that he expected there to be little or no effect on the estimate of the PSBR, which the Chancellor of the Exchequer announced in his statement of 26 October. The overall effect on the balance of payments would at all times be positive.

Wednesday, 30 November

Monopolies Commission report on fire insurance

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Prices and Consumer Protection if it remained his policy to adopt the recommendations of the Monopolies Commission report of 1972 on fire insurance; if he were having consultations with interested parties; and if he would make a statement.

Mr Fraser replied that the Secretary of State was reviewing what action should be taken, in the light of developments since its publication. He expected to have further consultations with interested parties in the near future.

Clothing industry scheme

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what was the total level of offers and payments made to industry under the clothing industry scheme.

Mr Williams stated that by mid-November offers totalling £3.9 million had been made to industry under the clothing industry scheme, and payments amounted to £1.05 million.

Accelerated projects scheme to industry

Kenneth Clarke (Rushcliffe) asked what was the final total[1] of offers of assistance to industry made under the accelerated projects scheme; what proportion this represented of the total financial allocation that was authorised for the scheme; what was the total of payments so far made under the scheme; and how those offers and payments were distributed amongst industrial sectors and regions.

Mr Williams said that details of the offers and the regional and industrial distribution of projects had already been published in appendix H of the 1976/77 report on the Industry Act 1972. The assistance offered represented 70 per cent of the financial allocation for the scheme. Assistance was paid by instalment on completion of stages of particular projects; up to 31 October payments totalled £14.7 million. The distribution of offers and payments was as follows:

Distribution of offers and payments:
Projects by region

Region	Projects	Offers (£m)	Payments (£m)
West Midlands	23	8.5	1.7
Eastern	13	17.0	2.0
North Western	13	7.8	0.2
East Midlands	12	1.6	0.3
Yorkshire and Humberside	11	21.8	0.1
London and South-east	11	2.6	0.7
South Western	10	2.9	0.5
Scotland	6	2.1	0.7
Northern	5	3.1	0.5
Wales	2	2.2	0.1
Other[1]	12	14.5	7.9
Total	118	84.1	14.7

[1] Projects spread over more than one region.

Projects by individual sector

Sector	Projects	Offers (£m)	Payments (£m)
Mechanical engineering	31	15.5	6.6
Chemicals and allied	23	25.1	3.1
Food, drinks	13	2.3	0.4
Electrical engineering	12	3.3	0.7
Vehicles and components	8	7.4	2.4
Metal goods	8	1.9	0.4
Metal manufacturing	7	4.4	0.9
Pottery, bricks, glass	6	2.5	0.2
Petroleum	2	20.2	0
Other	8	1.5	0
Total	118	84.1	14.7

Product and process development scheme

Dafydd Wigley (Caernarvon) asked what was the total number and value of applications received and schemes

approved under the new product and process development scheme, in England, Scotland and Wales, respectively.

Mr Cryer said that the department had received a substantial number of inquiries about the product and process development scheme from various parts of the country. Formal applications accepted as eligible for consideration under the scheme totalled 29, of which 28 were from the English regions and one from Scotland; these applications related to projects with a total value of nearly £9 million. So far, five projects in England had received financial approval representing government expenditure of approximately £388,000.

Ferrous foundries scheme

Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry how many applications have been received from foundries in England, Scotland and Wales, respectively, under the ferrous foundries scheme; how many such foundries had received an allocation in each country; and what was the total sum allocated in each case.

Mr Cryer gave the following information:

	Applications received	Applications so far approved	Assistance approved £m
England	456	334	68.2
Scotland	40	34	7.0
Wales	16	9	0.8

Polish items for ship contract

Iain Sproat (Aberdeen South) asked the Secretary of State for Industry what estimate he had made of the amount of work for the 22 ships and two floating cranes, respectively, purchased with British subsidy by Poland, which would be done in Poland.

Mr Huckfield stated that British Shipbuilders had already said that items imported from Poland were expected to account for about 8 per cent of the total production cost of the ships.

British television components for Hitachi

Stanley Newens (Harlow) asked the Secretary of State for Industry if he intended to obtain assurances from Hitachi about the purchase of television components from British-based manufacturers before a manufacturing unit was established in the UK; and whether these would apply to more than a small percentage of the components used.

Mr Cryer said that Hitachi had given written assurances to the department that it was the company's intention to maximise the use of British components in the colour television sets which would be manufactured in the proposed colour television factory at Washington New Town. The company had already identified UK manufacturing sources for 40 per cent of the components, and had undertaken to continue its efforts to increase this proportion. In addition a Mullard tube would be used in all cases where such tubes met Hitachi's assessment of market requirements. However no decision had yet been reached on the Hitachi proposals.

NEB's performance

Michael Grylls (North West Surrey) asked the Secretary of State for Industry to make a statement on how he was conforming with the schedule to the National Enterprise Board guidelines 2(ii); and when he would publish his assessment of the National Enterprise Board's performance.

Mr Huckfield said that the NEB's performance would be assessed by the government in the course of its annual review of the NEB's corporate plan, as supplemented by quarterly reports; and on the NEB's success in meeting the financial duties under section 6 of the Industry Act 1975. There was no requirement laid down to publish any such assessment.

NEB financial duties

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if, following the Treasury minute, command paper no. 6977, in reply to the Committee of Public Accounts 1976-77, he would explain how he would decide the financial duties of the National Enterprise Board in respect of its investments in British Leyland and Rolls-Royce Ltd; and whether and when he would publish precise rates of return for these two companies.

Mr Huckfield replied that these duties would be determined in the light of the NEB's recommendations on the companies' corporate plans, and that the commons would be kept informed.

Assistance to power generating industry

Neville Trotter (Tynemouth) asked the Secretary of State for Trade whether he would provide assistance to the power generating industry for the securing of export orders on the lines recommended in the Central Policy Review Staff report without waiting for an amalgamation of General Electricity Company and Parsons, which the Central Policy Review Staff recommended should be a prerequisite.

Mr Dell said that the government was working closely with the industry, to ensure that no worthwhile export opportunities were missed. In so doing, it was continuing to provide all possible assistance to secure overseas orders.

UK policy on common fund

James White (Glasgow, Pollok) asked what was the policy towards the proposal of the Unctad secretariat that a large common fund should be set up to assist an integrated programme of commodity agreements.

Mr Dell replied that the government was committed to the principle of a common fund to assist in commodity price stabilisation by acting as a key instrument in attaining the agreed objectives of the Unctad integrated programme for commodities. But, together with most other developed countries, the UK continued to see considerable difficulties in the proposals for a $6 billion fund put forward by the Unctad secretariat. In particular, it would be premature to commit a large and arbitrary sum to be used primarily for the financing of buffer stocks, before producers and consumers concerned had assessed how many new international buffer stocks would be feasible or appropriate, and what their financial requirements would be. Britain also had serious doubts about the financial viability of a fund with a capital structure of the kind proposed. The UK and the other developed countries had therefore tabled an alternative proposal at the resumed UN negotiating conference which was now in progress. This was for a fund based on a pattern of mutual assistance between individual commodity agreements (ICAs) with financial back-up facilities guaranteed by governments; in return for an obligation to deposit a specified proportion of their available resources with the fund, participating ICAs would have a right to guaranteed credits over and above the sum deposited.

Quasi flake moulds

Dafydd Wigley (Caernarvon) asked the Secretary of State for Trade what were the total imports, by weight and value, of quasi flake moulds during each of the last six years; and what proportion of such imports came from Sweden.

Mr Clinton Davis replied that the available statistics related only to the import of cast-iron ingot moulds in general and during the present year, and were as follows:

January-October 1977	Quantity tonnes)	Value cif (£ thousand)
Total	979.0	218.0
Sweden	944.7	215.4
Percentage of total imports coming from Sweden	96.5	98.8

He added that imports of quasi flake moulds were not separately recorded. However, the majority of Britain's total imports of cast-iron ingot moulds were believed to be of this type. Ingot moulds were not distinguished in the overseas trade statistics before 1977.

British shipping interests

David Hunt (Wirrel) asked the Secretary of State for Trade what consultations were being carried out by him within the EEC to develop a common strategy to defend British shipping interests; and what progress had been made.

Mr Clinton Davis replied that a number of shipping issues were being considered within the EEC. One of the most important for Britain was that of competition from state-trading countries, particularly the Soviet Union. He expected that proposals for a co-ordinated or concerted approach would come before the council of transport ministers early in 1978.

Aer Lingus licence

David Hunt (Wirral) asked the Secretary of State for Trade if he had received any indication from the Irish government on behalf of Aer Lingus that an application would be made for a licence to operate out of Liverpool airport; and, if so, if he would give full details, and indicate what progress had been made.

Mr Clinton Davis stated that the possibility of Aer Lingus operating on the route Dublin-Liverpool-Amsterdam had been raised by the Irish authorities. The question was being considered by the two governments and the airlines involved.

Airports policy statement

David Hunt (Wirral) asked the Secretary of State for Trade why there was continuing delay over the production of the government's statement on airports policy; and if he would give a definite date for publication.

Mr Clinton Davis said that the formulation of an airport strategy for Great Britain required thorough consideration of many issues and, in particular, detailed examination of the views put forward during consultations with local authorities and other organisations. A white paper would be issued early in 1978.

Overseas investment in west Yorkshire

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry how much investment from overseas had taken place in west Yorkshire during the past five years; and the amount, and name of each company, together with its location.

Mr Cryer answered that statistics relating to inward investment were published for the UK as a whole, and were not further disaggregated. A recent Study carried out by the Department of Industry's Yorkshire and Humberside regional office showed that in mid-1976 at least 192 establishments, at least 50 per cent owned, either directly or indirectly or via a UK subsidiary, by overseas firms or groups were manufacturing in Yorkshire and Humberside, employing 52 600 persons. Eighty-six of these establishments employed over 100 persons, and of these, 40 establishments (employing 23 790 persons) were manufacturing in the west Yorkshire area.

Soviet trade participation

David Hunt (Wirral) asked the Secretary of State for Trade whether he had asked for a further meeting with the Soviet minister or officials with a view to establishing mutually acceptable guidelines for Soviet participation in international maritime trade; and whether any further consultations were anticipated in the near future.

Mr Clinton Davis said that he had not asked for a further meeting. As he had informed the Soviet minister, he could see no value in a resumption of discussions on general guidelines until progress had been made in resolving some of the specific issues of concern to the UK.

Increase of British export prices

David Mitchell (Basingstoke) asked the Secretary of State for Trade what was the average increase of British export prices in the last 12 months.

Mr Clinton Davis said that the unit value index for total UK exports, on a balance of payments basis, rose by 14 per cent between October 1976 and October 1977, an average monthly rate of increase of just over 1 per cent.

Limited company voting members

Hugh Jenkins (Wandsworth, Putney) asked the Secretary of State for Trade if he would seek powers to instruct a limited company to disclose names of members entitled to vote at meetings of the company.

Mr Clinton Davis replied that he intended to review this matter when the outcome of current litigation under section 113 of the Companies Act 1948 was known.

Thursday, 1 December

Fishing vessel safety rules

James Johnson (Kingston upon Hull West) asked the Secretary of State for Trade whether he was yet in a position to report on the work of the group representative of the inshore fishing industry which was set up to review the operation of the fishing vessel safety rules.

Mr Clinton Davis said that the fishing industry safety group had recently submitted an interim report. The group which remained in being had done some valuable work and he would particularly endorse their recommendation that fishing vessels should now come forward for survey as required by the rules.

Staffing of DPCP

Timothy Smith (Ashfield) asked the Secretary of State for Prices and Consumer Protection whether he would give the

number of public servants employed in his department at each level down to clerical assistants.

Mr Maclennan gave the following information:

Permanent secretary	1
Deputy secretary	1
Under secretary	4
Assistant secretary and equivalent	14
Senior principal and equivalent	4
Principal and equivalent	35½
Senior executive officer and equivalent	18
Higher executive officer (A)	5
Higher executive officer and equivalent	49
Administrative trainee	10
Executive officer and equivalent	56
Clerical officer and equivalent	42
Secretarial category	30
Clerical assistant and equivalent	35½

Figures are exclusive of the Metrication Board, Office of Fair Trading, Price Commission and Monopolies and Mergers Commission.

Composition of the National Film Finance Corporation

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Trade what, if any, representations he had received from sectional interests in the film and cinema industry, concerning representation on the National Film Finance Corporation; and if he proposed to make any changes in the composition of the National Film Finance Corporation.

Mr Dell said that he had received representations earlier this year from the association of independent producers and recently from the association of cinematograph, television and allied technicians that film-makers should be represented on the National Film Finance Corporation. He had no immediate plans for any changes in the composition of the corporation.

British Airways aircraft requirements

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Trade what discussions he had had with British Airways about their new aircraft requirements; and if he would pay a visit to BAC Hurn, Christchurch, to evaluate the suitability of the BAC 1-11 to British Airways requirements.

Mr Clinton Davis pointed out that the evaluation of the relative merits of aircraft was a matter for the commercial judgement of the airline. He understood that British Aerospace and other manufacturers had been invited to submit quotations, but no proposals had yet been put to him.

Members of British Aerospace board

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would list the names of all the members of the board of British Aerospace; whether they were full or part time; and the date of their appointment and salaries.

Mr Huckfield gave the following information (used in the white paper on public boards (Cmnd 6803, May 1977):

	Salary	Date of appointment
Chairman (full-time)		
Lord Beswick	£23 538	22 March 1977
Deputy chairman (full-time)		
Mr A. H. C. Greenwood	£29 000	29 March 1977
Members (full-time)		
Mr L. W. Buck, Air Chief Marshal Sir Peter Fletcher, Mr B. E. Friend, Mr G. R. Jefferson, Mr F. W. Page Mr E. G. Rubython, Mr J. T. Stamper	one between £12 501 and £15 000	29 March 1977
	two between £17 501 and £22 500	29 March 1977
	one between £20 001 and £22 500	29 March 1977
	two between £22 501 and £25 000	29 March 1977
	one between £25 001 and £27 500	29 March 1977
Members (part-time)		
Mr D. O. Gladwin	£1 000	29 March 1977
Dr A. W. Pearce	£1 000	29 March 1977

Criteria for regional development grants

Richard Wainwright (Colne Valley) asked the Secretary of State for Industry what criteria he used in deciding how much grant to give to regional development associations.

Mr Cryer said that the grants given had regard to the number of unemployed in the special development areas and the development areas of the regions covered by the English regional development associations, somewhat more weight being given to the north of England because of the deep seated structural unemployment and the particular problems of the industries there.

Members of British Shipbuilder's board

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would list the names of all the members of the board of British shipbuilders; and whether he would state if they were full or part time, the date of their appointment and their salaries.

Mr Huckfield gave the following information (used in the white paper on public boards (Cmnd 6803, May 1977));

	Salary	Date of appointment
Chairman (full-time)		
Admiral Sir Anthony Griffin	£23 538[1]	22 March 1977
Deputy chairman and chief executive (full-time)		
Mr M. B. Casey	£19 538	17 May 1977
Deputy chairman (full-time)		
Mr K. J. Griffin	£19 538	23 March 1977
Finance member (full-time)		
Mr M. Elderfield	between £17 501 and £20 000	1 December 1977
Members (part-time)		
Mr F. A. Baker	[2]	24 May 1977
Mr A. R. Belch	[3]	1 June 1977
Mr L. Gregory	£1 000	24 May 1977
Mr J. P. Hepplewhite	£1 000	29 June 1977
Mr T. McIver	£1 000	24 May 1977
Mr C. H. Parker	[3]	1 June 1977
Mr W. Richardson	[3]	24 May 1977

[1] Abated by service pension.
[2] Salary voluntarily not drawn.
[3] Employed by subsidiaries of British Shipbuilders and serving on the board without salary.

Polish State Holding Company

Michael Grylls (North West Surrey) asked the Secretary of State for Industry, what was the name of the Anglo-Polish company formed with PZM Polish State Holding Company to purchase the bulk carriers to be built by British Shipbuilders; what was the number of shares issued and the cash involved, and by whom they were held; who were the directors; when the company was registered; and when and whether he approved these actions.

Mr Huckfield replied that the company, which would be resident in Poland, was to be called Polsko Brytyjskie Przedsiewziecie Zeglugowe Sp. zO.O., Szczecin. He understood that it had not yet been formally constituted. The consent of the secretary of state to acquire shares in a joint venture company for the purposes of this contract had been given on 6 October 1977.

Friday, 2 December

Wholesale price of potatoes

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection whether he would publish a detailed breakdown of the price of potatoes one year ago and to date; and to what extent the potato crisps manufacturers announcement of increase in the weight showed a true reflection of this price reduction.

Mr Maclennan said that the average wholesale price of potatoes had fallen from 8.5p per lb in October 1976 to 2.2p per lb in October 1977. He understood that potatoes might have accounted for roughly a quarter to a third of the costs of producing potato crisps. After allowing for some increase in other costs, the reduction in potato prices would have appeared to have been broadly reflected in the lower unit prices for crisps resulting from larger packet sizes.

Interim increases in prices

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection whether, in the light of the concern of the Price Commission at the present arrangement whereby companies were able to claim an interim increase in their prices pending the commission's inquiry which pre-empted their eventual reports, he would take action to alter the present situation.

Mr Maclennan said that no action would be taken. The government needed to have more experience of the present policy before considering whether any changes needed to be made to the safeguard arrangements.

ECGD cover

Julian Ridsdale (Harwich) asked the Secretary of State for Trade whether he would lower the level of contracts at which the Export Credits Guarantee Department was prepared to provide cover against United Kingdom cost increases in capital good contracts, which had a manufacture period of at least two years.

Mr Meacher said that the future of the cost escalation scheme for exports was currently under review. He hoped to make a statement of his intentions soon. Proposals for widening the scope of the scheme would have to be considered in the light of the substantially reduced rate of inflation since the scheme was introduced, and the continuing international criticisms of cost-escalation schemes generally.

ECGD facilities

Julian Ridsdale (Harwich) asked the Secretary of State for Trade whether he would lower the minimum level at which Export Credits Guarantee Department facilities became available for buyer credit guarantees for capital goods contracts.

Mr Meacher stated that the minimum access figure for buyer credit facilities was increased from £¼ million to £1 million in February. There had been very little demand for this facility for contracts below £1 million. The facility was intended for major capital contracts, and was relatively expensive to operate. ECGD's bank guarantees scheme was available to support the provision of export finance for contracts below £1 million, and was generally preferred for these contracts. In view of this, there did not appear to be a case for reducing the minimum level of access to the buyer credit facility.

UK steel imports

Dafydd Wigley (Caernarvon) asked the Secretary of State for Trade if he would publish a table showing the country of origin and tonnage of steel being imported into the United Kingdom at the latest date for which information was available.

Mr Meacher said that in the period January-October 1977 imports of ingots, semi-finished and finished steel were:

	Thousand tonnes
GRAND TOTAL	3088
of which, consigned from:	
Federal Republic of Germany	720
Netherlands	555
Belgium–Luxembourg	299
France	226
Sweden	186
Italy	163
Japan	145
South Africa	86
Austria	83
USSR	80
Spain	75
Norway	70
Poland	55
Finland	53
Denmark	49
South Korea	34
Other	209

Details of country of origin could be provided only at disproportionate cost.

British assets in S. Africa and S.W. Africa

Peter Blaker (Blackpool South) asked the Secretary of State for Trade what was the latest estimate of the total value of British assets situated in South Africa and south-west Africa.

Mr Meacher replied that the total book value of British investments, both direct and indirect, in South Africa and south west Africa, as estimated by the Reserve Bank of South Africa, amounted to some £3,420 million at the end of 1975.

Scotland Bill

Malcolm Rifkind (Edinburgh, Pentlands) asked the Secretary of State for Trade which of the matters referred to in schedules 10 and 11 to the Scotland bill were at present the responsibility of his department.

Mr Dell said that the matters referred to in schedule 10 to the Scotland bill which were at present the responsibility of his department fell within the following groups of part 1 of schedule 10:

Group 7	(Pollution)
Group 10	(Transport)
Group 12	(Marine Works)
Group 18	(Tourism)
Group 21	(Miscellaneous)
Group 25	(Civil Law Matters)

These groups were qualified by parts II and III of schedule 10. There were no matters falling within schedule 11 which were directly his responsibility.

European community news

'Real progress' on aid to non-associates

EEC development ministers meeting in Brussels on 28 November largely agreed in outline the 1978 programme for aid to developing countries not associated with the community through the Lomé convention or Mediterranean agreements.

Mrs Judith Hart, Minister of State for Overseas Development, said in a written reply to a parliamentary question on 30 November that ministers also agreed in principle that a regulation which could govern aid to non-associates on a more lasting basis should be introduced.

Mrs Hart said she was hopeful that past differences between governments about the principle and modalities of aid to non-associates were mainly now resolved. It had taken a long time but real progress was made, she said.

The amount to be devoted to such a programme in 1978 and thereafter, Mrs Hart said, was still a point at issue. The increase proposed for 1978 was, in the opinion of the United Kingdom government, not large enough. Ministers had agreed on the 1977 programme of aid to non-associates.

Mrs Hart went on to explain that ministers had decided the main principles to govern the community's contributions to the special action programme agreed in the Conference on International and Economic Co-operation as a means of bringing fast-disbursing aid to bear on the problems of those developing countries which were most severely affected by the present economic situation.

Mrs Hart said that the community's share of $385 million out of a total of $1 billion special action would be channelled through the International Development Association and disbursed by them in the light of broad guidelines agreed by ministers at the council meeting.

'This again is a great step forward, since previously this very necessary measure of aid was being held up by lack of agreement on the way it should be administered,' she said.

There was discussion, Mrs Hart said, of a Belgian proposal that the members of the community should do more to co-ordinate their aid programmes with one another, and also with the commission. This was a desirable development and ministers were all agreed that informal discussions to this end should take place in whatever way seemed most convenient.

'I myself have recently had discussions with my German and Belgian colleagues, and have also been in contact with my Dutch and Danish colleagues. I hope to arrange further discussions of this kind. In particular, I have suggested to M. Deniau, my opposite number in Paris, that he should come here for such a discussion,' she said.

Ministers were not able to complete discussion of community policies over food aid to the developing countries; much of the detail of this would have to be discussed later, Mrs Hart said.

All but one delegation, did agree that a total of 150 000 tonnes of dried skimmed milk should be made available to the developing countries in 1978, in view of the nutritional and developmental benefits. 'I hope that this matter will be satisfactorily resolved shortly,' Mrs Hart added.

All in all, Mrs Hart said, the ministers had made very considerable progress on a number of points which in the past had caused considerable dissent and led to lengthy discussion without agreement.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Budget council increases social fund provisions

At their meeting in Brussels on 22 November EEC finance ministers considered the European parliament's amendments and proposed modifications to the draft community budget.

Joel Barnett, Chief Secretary to the Treasury, in a written reply to a parliamentary question on 28 November said that the parliament's amendments and modifications would have increased the total budget by 923 million European units of account (MUAs) – £600 million approximately – in commitment appropriations and 604 MUAs – £390 million approximately – in payment appropriations.

The council agreed to increases to the draft budget, Mr Barnett said, totalling 71 MUAs – £46 million approximately – in commitment appropriations and 163 MUAs – £106 million approximately – in payment appropriations.

The main amendments and modifications adopted by the European parliament concerned the regional development fund, the social fund, energy, food, aid and aid to non-associated developing countries.

On the regional development fund, the council considered, Mr Barnett said, that final decisions on the provisions for the fund in the 1978 budget should not be taken until after the review of the fund was completed. In order to ensure that the matter remained open, the council, therefore, rejected the European parliament's amendment. Provision for the regional development fund would be decided in December, he said.

On the social fund, Mr Barnett said that the council accepted the increase in payment appropriations of 136 MUAs – £89 million approximately – proposed by the European parliament.

The European parliament had proposed that the provision for energy policies should be increased by 96.5 MUAs – £62 million approximately – in commitment appropriations and 38 MUAs – £25 million approximately – in payment appropriations. The council agreed to increases of 30 MUAs – £20 million approximately – in commitment appropriations and 14 MUAs – £8 million approximately – in payment appropriations, in line with its general policy that provision should only be made for existing policies.

On food aid the European parliament proposed an increase of 206 MUAs – £130 million approximately. The council, Mr Barnett said, would decide on this proposal following the council of development ministers at the end of November.

Finally, Mr Barnett said that for aid to non-associated countries the European parliament proposed an increase in the commitment appropriations of 40 MUAs – £26 million approximately. The council agreed to an increase of 20 MUAs – £13 million approximately.

EEC fish catch proposals 'totally unacceptable' – Silkin

European commission proposals on the division of fishing resources are regarded by the government as 'totally, utterly and irrevocably unacceptable'. This was stated by John Silkin, Minister of Agriculture, Fisheries and Food in an EEC fisheries debate in the House of Commons on 28 November.

Mr Silkin said that the basic premise of the draft regulation (document R2434) was that catches should be divided in the same proportions as had been provided for in the north-east Atlantic fisheries convention (NEAFC) in the period before the 200-mile limits. Where there was no provision in

NEAFC, division would be according to actual catch levels in the past.

This solution, Mr Silkin said, had major difficulties. One was that some countries, such as the UK had lost their traditional fishing grounds in the waters of third countries and therefore lost disproportionately by a straightforward application of the NEAFC key.

Mr Silkin said that the commission now recognised that this was a real problem 'and we have been told that it is prepared in principle to amend its proposals to take account of these losses. But even if the proposals are amended in this way they will not meet the needs of the United Kingdom'. As an example, Mr Silkin said that the proposals took no account of the fact that 60 per cent of the fish stocks within the waters of the member states were in UK waters.

The commission's proposal, Mr Silkin said, departed from the NEAFC key to provide preferential treatment for Ireland and 'North Britain', because they were specially mentioned in the Hague declaration. For the Irish Republic it had suggested a higher allocation – two-thirds above the catch level of 1975 – which was to be taken partly from the waters of the UK.

On the requirements for the UK, Mr Silkin pointed out that, although the draft regulation purported to give preference to 'North Britain' 'by which we are to infer the inclusion of certain waters off Scotland and Northern Ireland', in practice it would only provide for preference to take effect if the total allowable catch was lower than 1976. If that happened, the preference for north Britain was provided at the expense of the rest of the community – 'including, unfortunately, the south part of our island'.

'For us South Britons, this would mean an additional blow to our fishing industry,' he said, 'the regulation is not clear in its wording as one would wish. South Britons may include some Scots as well.'

Agreeing with the commission that however the stocks may be divided there must be sufficient fish left to divide, Mr Silkin went on to discuss further documents on the commission's conservation policy. Criticising document R2429, which he said 'would apparently be the basis of the community's non-quota conservation measures', Mr Silkin said the percentage of whitefish by-catch which could be taken in the industrial fisheries was too high; there would be a lack of adequate control on the carrying of small-mesh nets on voyages during which white fishing was carried out; more control over beam trawling was needed than merely a power and a tonnage limit within coastal waters on the east side of the North Sea; and the draft would continue a whole series of relaxation of conservation rules in the Skaggerak and Kattegat.

There were also two proposals to raise the standard of white-fish mesh in the North Sea from 70 mm to 90 mm and to require a mesh of 70 mm when fishing for nephrops (prawns). These proposals, Mr Silkin said, could bring about a real improvement in the white-fish stocks and deserved very serious consideration.

The proposal for a 90 mm white-fish net, Mr Silkin said, could not stand alone. 'If we ask fishermen to use larger meshes if they fish for cod or haddock or whiting, we ask them to accept a loss of catch for the time being. We cannot do that without also doing something about the tremendous catch of small white fish taken in the course of industrial fishing in the North Sea'.

'Overall, R2429 is not satisfactory,' Mr Silkin concluded, 'and Her Majesty's Government will press for a stronger and more effective set of measures than it contains.'

BBC starts French, German programmes on EEC

Four new weekly programmes which take an in-depth look at issues of current interest in the EEC have been started by the BBC's external service. Two are in the French and two in the German language services.

'Les dossiers europeens' and 'Probleme-Perspectiven', both broadcast on Thursdays, set out, the BBC says, to put a 'human face' on the laws enacted in Brussels and to assess the effects of these decisions in everyday life in community countries. Specialists in different fields take part and supplement the personalities involved in the decision-making in explaining the issues for the listener at home.

The Friday programmes, 'L'Europe, cette semaine' and 'Europa diese Woche' have a wide-ranging brief, setting out to cover the major business of the week from the European parliament, the commission, the council of ministers and the European council, through the words of those directly involved in the policy-making process including, from time to time, heads of state themselves.

Commission submits proposals on food additives

Three proposals have been submitted to the council by the European commission for further amendments to the directives authorising the use of antioxidants, colouring matters and preservatives in food.

If adopted the main effect of the proposals would be to authorise the continued use of some, but not all, of the substances that are currently permitted for use in the UK under the terms of derogations, which expire on 31 December 1977, granted in the treaty of accession.

Further information may be obtained from the Ministry of Agriculture, Fisheries and Food, Room 556, Great Westminster House, Horseferry Road, London SW1.

Final ending of transition: customs arrangements

The transitional period for customs duty purposes for trade between the new member states (United Kingdom, Denmark and Republic of Ireland) and the original member states of the community, and between the new member states themselves, ends for all goods on 31 December 1977.

From 1 January 1978 the need to distinguish for customs-duty purposes between goods from the new member states and goods from the original member states will disappear. Goods originating in one member state, or third-country goods put into free circulation in one member state, will be free to move throughout the entire community without incurring any further charge to customs duty. Forms T3 and T3L will therefore no longer be required to be used. All community goods whether from original or new member states will have T2 status. T3 status will disappear altogether.

New forms and revised notices 750 and 751

To coincide with the end of the transitional period new community transit forms are being introduced. The new 'T' form will serve either for non-community goods (T1) or community goods (T2), the status of the consignment being indicated by the person completing the declaration. The use of 'T Bis' forms or loading lists, which are also being redesigned, will permit one community transit declaration to be made for consignments including both T1 and T2 goods.

Community transit movement certificates (T2L) and control copy T5 forms have also been redesigned.

Commission regulation 1601/77 which introduces the new forms allows member states until 30 June 1978 to bring them into use, except for the control copy 'T5' for which the period of grace is extended until 31 December 1978. In the United Kingdom the entire range of the new-style forms will be brought into use on 1 January 1978. Customs will not authenticate declarations made on the old-style forms for exports from the United Kingdom from that date.

Community transit declarations made on old-style forms will be accepted by Customs for imports from other member states for the duration of the periods of grace allowed for the introduction of the new forms.

The new community transit forms are expected to be available from any collector of Customs and Excise during December.

Loading lists of the design superseded may continue to be used until traders' stocks are used up.

Advice on completion of the new forms is given in the revised Customs notice 751 and up-to-date advice on the operation of the community transit system is contained in the revised Customs notice 750. Both the notices are dated January 1978 and should be available from collectors offices in December.

Anglo-Danish trade

The Anglo-Danish free-trade-transitional, period arrangements ceased to apply from 1 July 1977 to all goods, except horticultural goods listed in part 5 special of the July 1977 edition of the UK tariff, and will cease to apply to those goods also from 1 January 1978. From that date preferential 'E' rates of duty will disappear entirely for imports from Denmark. Goods previously entitled to 'E' rates will become eligible for intra-community treatment for which the only acceptable evidence of entitlement is the appropriate community transit document T2 or T2L.

Traders were advised to replace Anglo-Danish invoice declarations with community transit documents from 1 July 1977 for goods no longer eligible to 'E' rates of duty. However, pending the outcome of discussions

regarding the ending of the transitional period, customs in both countries continued to accept invoice declarations in lieu of community transit documents in support of claims to 'M' rates of duty. This practice will cease at the end of the year. From 1 January 1978 only T2 or T2L documents will be accepted for such purposes.

Choosing a business partner elsewhere in the community

The Commission of the European Communities set up the Business Co-operation Centre to encourage co-operation between firms in different member states wishing to increase competitiveness and respond to the opportunities opened up by access to the community's markets. Co-operation is defined as pooling one or more activities of partner firms: for example, in research and development, supplies, production, marketing and sales and management.

A firm seeking the centre's help will be asked to provide certain information about itself, and to define exactly what type of partner and what type of co-operation it wants. All the information supplied, and any inquiries received, are treated as strictly confidential, and no names are revealed without the agreement of all parties. The centre will search its files for a suitable partner, and if the application cannot be matched with an offer already registered, will, if the firm agrees, circulate a summary of the firm's requirements, with no names mentioned, to the 'correspondents' which it has in every country of the community.

It is as one of the centre's correspondents in this country that we reproduce the latest batch of requests for co-operation. Readers wishing to obtain further information should write direct to the centre at the following address, quoting the reference number of the request(s) in which they are interested: Business Co-operation Centre, rue Archimede 17, B-1040 Brussels. The centre makes no charge for its services.

BRE/4830/372
German manufacturer and distributor of hospital equipment (40 per cent of turnover) either as a comprehensive service or as separate services (planning, assembly, maintenance and service) seeks co-operation with a British firm (manufacturer or distributor of hospital equipment) either for reciprocal distribution of each partner's products or manufacture and distribution of the German firm's products on the partner's market (know-how supplied by the German firm). A cross-shareholding would be preferred.

The firm has a total workforce of 400 and a turnover of DM100 million and manufactures equipment for sterilising, disinfection, pediatric wards, treatment sections, blood-bank pathology, physical therapy, dispensaries, ward utility rooms, mortuary refrigerators, laboratories and food distribution.

Languages: German, English, French.

BRE/4694/258
French company manufacturing high-quality cosmetics (creams, lotions, face and body care products and perfumes) sold exclusively to perfumeries, beauticians, hairdressing and beauty salons, having 40 people on its payroll (20 of them sales staff), a Fr 5,000,000 turnover (more than 20 per cent in exports) seeks English trading partner manufacturing either additional products for the same sales network (bath products, toilet soap and men's toiletries) or similar products sold through other networks such as department stores.

The aim is for each partner to sell the other's products on its own national market.

Languages: English, German, Italian.

BRE/4713/32
Italian limited liability company which is active in structural engineering and repair of rolling stock. Turnover is over 11,000 Lire million in 1976 and the firm employs approximately 1000 staff. The company seeks, in one of the community countries, a trading partner which operates in the same sector and has design capacity to offer for a co-operative arrangement which should involve setting up a new line in metal structures employing high-level technology (eg large cranes for ports).

Languages: Italian, French, English.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408. Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Hops. Regulation (EEC) 2564/77 amending regulation (EEC) 1351/72 on the recognition of producer groups for hops (*Official Journal* L299, 23 November 1977).

Fruit and vegetables. Regulation (EEC) 2565/77 authorising Denmark to abolish the customs duties applicable to dessert apples in trade between member states (*Official Journal* L299, 23 November 1977).

Regulation (EEC) 2566/77 authorising Denmark to apply in full the common customs tariff to dessert apples imported from third countries (*Official Journal* L299, 23 November 1977).

Regulation (EEC) 2591/77 fixing for the 1977/78 marketing year the reference prices for sweet oranges (*Official Journal* L301, 25 November 1977).

Regulation (EEC) 2592/77 fixing for the 1977/78 marketing year the reference price for mandarins (including tangerines and satsumas), clementines, Wilkings and other similar citrus hybrids (*Official Journal* L301, 25 November 1977).

Cattle, beef and veal. Regulation (EEC) 2570/77 extending the period of validity of regulation (EEC) 3328/75 renewing the arrangements for the reduction of import charges on beef and veal products originating in the African, Caribbean and Pacific states. This replaces the date 31 December 1977 in the second paragraph of article 4 of regulation 3328/75 by 31 December 1978 (*Official Journal* L300, 24 November 1977).

Imports from non-member states

Decision 77/721/EEC authorising France not to apply community treatment to electrical measuring, checking, analysing or automatically controlling instruments and apparatus falling within heading 90.28 of the common customs tariff, originating in Japan and in free circulation in the other member states (*Official Journal* L299, 23 November 1977).

Decision 77/723/EEC authorising the United Kingdom not to apply community treatment to woven fabrics of synthetic textile fibres (polyester/cotton), falling within subheading 56.07 ex A of the common customs tariff, originating in Romania and in free circulation in the other member states (*Official Journal* L300, 24 November 1977).

Decision 77/724/EEC authorising Germany not to apply community treatment to woven fabrics of cotton other than of cotton gauze or of unbleached terry towelling and similar terry fabrics, falling within heading ex 55.09 of the common customs tariff, originating in the People's Republic of China and in free circulation in the Benelux countries (*Official Journal* L300, 24 November 1977).

Decision 77/725/EEC authorising Germany not to apply community treatment to woven fabrics of cotton other than of cotton gauze or of unbleached terry towelling and similar terry fabrics, falling within heading ex 55.09 of the common customs tariff, originating in the People's Republic of China and in free circulation in the other member states (*Official Journal* L300, 24 November 1977).

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Tel. 01-215 4301 (six lines).

Overseas trade news

UK-Middle East trade now in surplus – Dell

Britain's trade with the Middle East is now in surplus, said Edmund Dell, Secretary of State for Trade, speaking to a conference on transporting materials and components to the Middle East organised by the Association of Building Component Manufacturers in London on 2 December.

By any standards, he said, this was a considerable achievement. The relative importance of the Middle East for the UK's export trade had doubled in less than four years.

Mr Dell paid tribute to the construction industry which in 1976/77 won new orders of £872 million in the Middle East, over half their new overseas contracts.

In 1973, he continued, UK exports both to the Middle Eastern countries and to the Opec group of countries were sufficient only to pay for about 50 per cent of this country's imports from them. By 1974, the position had worsened and exports to these groups represented only about 30 per cent of the UK's imports. 'Today, the position is very different – partly because of our own oil production from the North Sea but partly also because of a substantial growth in our exports.'

For the first nine months of 1977 the UK was in surplus with the Opec group of countries and the size of this surplus was continuing to grow. For the Middle Eastern countries the figures for the same period show that Britain's exports to the region were sufficient to pay for 90 per cent of imports.

'Indeed, for the three months to September we were in surplus with the Middle East and, when the figures for 1977 as a whole become available, we may find ourselves in surplus for the year,' Mr Dell said.

Throughout this period the Middle East market had grown rapidly in importance as a proportion of Britain's total export market, he went on. In 1973, 5 per cent of the UK's exports went to this region, while this year it was 10 per cent.

In volume terms, ignoring currency fluctuations, exports to the Middle East as a whole in the first quarter of 1977 were about 2¼ times what they were four years earlier. 'But we know that some of our competitors have done even better. Our percentage share of OECD exports to the Middle East has in fact fallen a little since 1973, although there are signs of a recovery in the first quarter of this year.'

Mr Dell referred to delays at Middle East ports, and added that current plans aimed to quadruple the present 120 or so berths by the end of the decade. The increased use of container facilities and roll-on, roll-off operations would help to improve the situation. Indeed, the indications were that by the end of this decade port facilities in the Middle East might well be in excess of demand. Exporters had shown much ingenuity in devising combinations of road, rail and shipping links in order to get their products to the market place.

'I am confident that we can and will continue to adapt quickly and effectively to the rapidly changing situation in the Middle East,' he concluded.

ECGD guarantees £62 million loan to USSR . . .

The Export Credits Guarantee Department has guaranteed two loans arranged by Morgan Grenfell and Co Ltd to Vneshtorgbank, the Soviet bank for foreign trade, to help finance contracts won by Simon-Carves of Stockport for the development of rubber-processing plants in the Soviet Union.

One loan of £43 million, made available by the Bank of Scotland, will help finance a £55 million contract for design engineering, and supply of materials and equipment for a mill room and warehouse for a plant at Belaya Tserkov, 50 miles south of Kiev.

The other loan for £19 million, made available by Lloyds Bank Ltd, will help finance a contract for a plant at Voronezh, 225 miles south of Moscow. This also involves design engineering and supply of materials and equipment for a mill room and warehouse.

Commissioning of the contracts is scheduled for spring 1981. Sub-contracts placed by Simon-Carves will be important for maintaining employment, particularly in the north-west.

The signing of the financial agreement, which has been in negotiation since 1976, took place in Moscow on 22 November 1977. This brings the total value of contracts made with the USSR under the £950 million credit arrangement signed in February 1975 to nearly £450 million.

. . . and first dollar loan to Poland

The Export Credits Guarantee Department has guaranteed the repayment and funding for a $16.4 million loan which the Bank of America NT and SA, acting on behalf of itself and a syndicate of banks, has made available to Bank Handlowy w Warsawie SA of Poland. This is the first ECGD-backed dollar loan to Poland.

The loan will help finance a contract awarded by Polimex-Cekop of Poland to Beloit Walmsley Ltd of Bury, Lancashire, for the supply of machinery and equipment for a paper board mill at Kwidzyn, near Gdansk, northern Poland. The mill is designed to produce 90 000 tons of board a year and is scheduled for commissioning in late 1980.

Britain on the brink of an economic breakthrough – Catherwood

'Britain is poised on the brink of an economic breakthrough,' said Sir Frederick Catherwood, chairman of the British Overseas Trade Board, speaking to the East Midland Economic Planning Council in Nottingham on 30 November.

'The main current hazard to an economic breakthrough, providing jobs and rising incomes, is the demand that we have the income first. This means that instead of importing machines to re-equip, we will be importing consumption goods.'

He underlined the urgent need for more investment by saying that 'investment in research design development and hardware has been only about two-thirds of our competitors, for far too long. When the economy expands we are not kitted up to deal with it and every new expansion brings a higher proportion of imports than the last one.'

Effect of sterling appreciation on exports

Despite sterling's appreciation, the competitive position of British exports is much stronger than is sometimes supposed and exchange-rate movements may have had surprisingly little effect on the competitiveness of export prices over the past two years, said Michael Meacher, Parliamentary Under-Secretary of State for Trade, in a speech to the Institute of Export on 30 November.

Periods of latitude

'There have been periods since sterling floated in 1972 when exporters have had exceptional latitude in judging whether to use depreciation to compete more strongly on prices or to take higher profits. The circumstances have obviously fluctuated short-term,' he said, 'but the figures show UK export prices since 1973 have been generally more competitive than in any of the 10 previous years, including the period following the 1967 devaluation; and movements in export prices as compared to domestic wholesale prices suggest just how profitable exporting

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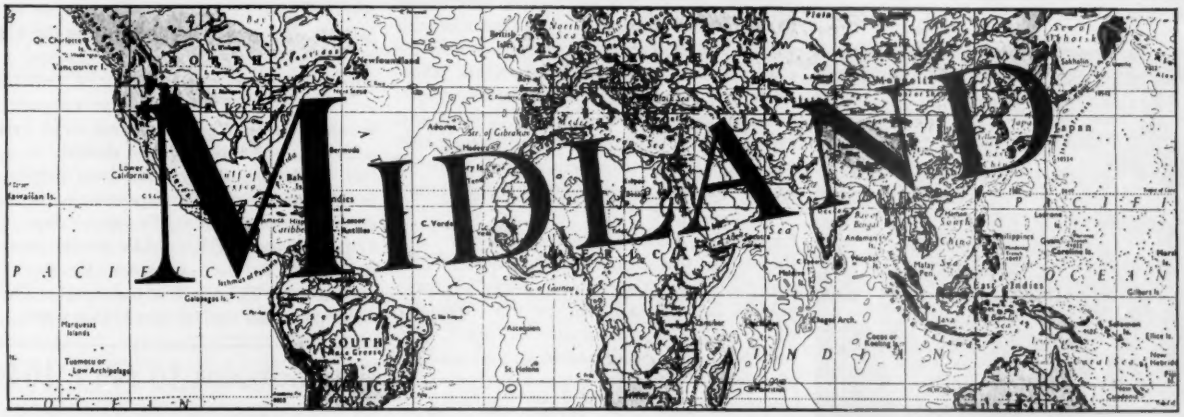

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has become relative to production for the home market.'

Mr Meacher suggested export strategies could be shaped in two ways. 'First go for export volume, if necessary accepting rather slimmer profit margins with the objective of winning a bigger market share and a better springboard for further expansion. In a situation where the home market, although recovering from recession, is depressed I believe a philosophy of export expansion makes sense.

'The second way is gradually to shift output into higher value-added and less price-sensitive export products. The German and Japanese industrialists have reacted to an appreciating exchange rate in this way with a consequent strengthening of their world position that we know to our cost. There is little doubt in my mind that moves to output with higher value added are the best way of meeting increasing competition, especially from the developing world, in products which sell essentially on price alone.'

Export '77 draws the inquirers

Export '77, a week-long range of activities concerned with encouraging and assisting companies and organisations which already export or which are considering exporting for the first time, took place last week from 28 November to 2 December in London. The activities divided into three main categories: an exhibition of services to exporters, an advisory centre, and a programme of conferences and seminars.

The exhibition took place at the West Centre Hotel in Fulham and comprised 22 stands of leading organisations and companies in the export field. During the three days a large number of inquiries about specific exporting matters were handled by those manning the stands. The British Overseas Trade Board stand was the largest at the event. BOTB staff manning the stand handled a large number of wide-ranging queries on all aspects of exporting.

The stand had a brightly-coloured display theme 'BOTB Can Help You Export Profitably' and featured an audio-visual presentation on the Export Intelligence Service and panels relating to other services to exporters available.

Other organisations represented at the exhibition included the Institute of Export, Export Credits Guarantee Department, Simplification of International Trade Procedures Board, Croner Publications, the Overseas Press and Media Association, Scanmark '78 and *Export Times* (*Business Traveller*) who were co-sponsors of Export '77. The stands provided a broad cross-section of information, advice and services to help exporters start and establish themselves in overseas markets.

Jim Wilks, BOTB chief executive (left), and (right) Mr J. Brewster of James Brewster Associates at Export '77.

Advisory centre

The advisory centre was also set up in the exhibition hall at the hotel, and this was manned by various advisers, each specialists in one or more aspects of exporting, to impart impartial advice to inquirers and to direct them, when necessary, to the various stands for further information and answers to their queries.

Wide range of subjects

The programme of conferences and seminars covered a wide range of subjects varying from major conferences on topical export matters to basic educational seminars on elementary export procedures. The conferences and seminars were divided into three main headings: the first, for companies or individuals new to export techniques and procedures; the second, for those interested in acquiring specialist knowledge of EEC procedures and documentation, marketing and promotion overseas, cutting the costs of business travel or exporting to the Middle East.

The third section of these participatory seminars and conferences related specifically to the interest of managers and directors with substantial exporting experience. They included such matters as international transportation, maximising profits from exports, international business – the next 10 years and exporting to north America. Participants were also invited to attend the Institute of Export annual conference and convention.

Expanding earlier ventures

Export '77 was organised by Lenorfern Ltd and came from a series of two-day seminars held in London last year by the organisers which aimed to explain how to export, and what help was available to do so. The concept of Export '77 was to expand the previous ventures in every conceivable way and to organise an overall event which would encompass areas of activity which would interrelate with each other and complement each other as much as possible to the benefit of those taking part; so that every aspect of exporting would be available for the inquirer and that there would be professional assistance and expertise to encourage potential exporters.

Conference to plan Export Year follow-up

A major Export Year conference, chaired by the Duke of Kent, vice-chairman British Overseas Trade Board, will take place at the Metropole Hotel, National Exhibition Centre, Birmingham, on 24 January 1978, to consider what can be learnt for the future from the experience of companies taking part in Export Year. Leaders of the CBI, TUC, chamber of commerce movement, the City and the BOTB will be taking part.

Among the speakers will be John Greenborough, president-elect CBI, Jack Jones, TUC general council, Sir Francis Sandilands, chairman Committee on Invisible Exports, Lord Limerick, immediate past president Association of British Chambers of Commerce, and Lord Luke, president Institute of Export. The lunch-time speaker will be Joel Barnett, Chief Secretary to the Treasury.

Five companies have been invited to give presentations to show how they have benefited by taking part in Export Year. The companies are Actair International, Cardiff; British Rail Engineering, whose York and Ashford works will be featured; Thomas Meadows; Reckitt and Colman (Overseas), Hull; and Vickers Engineering, whose Scotswood works will be featured. The company presentations will be introduced by Professor Robert MacKenzie.

Management and shopfloor representatives from throughout the country are invited to attend. The cost, including lunch, is £25 per delegate.

Further details from Export Year Office, BOTB, 1 Victoria Street, London SW1H 0ET.

Suggestions from GKN employees lead to export orders

Exports have increased by 66 per cent in the last 18 months for a company in the GKN Group, GKN Mills Building Services Ltd, which sells and hires a variety of scaffolding and formwork equipment. The company has involved all its 2000 employees in its export activities, and has benefited directly as a result. Following suggestions from employees not directly involved in export business, it has received orders from France, Libya and Cyprus. Among GKN Mills recent overseas business have been contracts for work involving the Tehran bus terminal, a Dubai safari park and the Bahrain Hilton hotel.

Amendment to NTI 1644

NTI 1644 published in *Trade and Industry*, 25 November, should also include, under category 15B the following: women's, girl's and infant's (other than baby's) jackets and blazers of cotton, of man-made fibres, of wool or of fine animal hair.

Dell stresses need for selective import safeguards

Edmund Dell, Secretary of State for Trade, speaking at the annual dinner in London of the Association of Manufacturers of Domestic Electrical Appliances, on 24 November stressed the need for a selective safeguard to deal with disruptive imports.

Mr Dell said that such a safeguard was needed to balance proposed tariff reductions in the multilateral trade negotiations, which were intended to secure the open trading system against protectionism.

'The United States Administration is concerned at the strong growth of protectionism in its own country,' he said, 'and sees success in the MTNs as a way of resisting such a relapse from free trade. The EEC, the United Kingdom, wish to co-operate in making these negotiations successful.

'But we in Europe have to insist that it is not only in the US that there exist political problems of protectionist pressures. We face them too.

Conditions

'In this present depressed world economic climate,' he said, 'we are being asked by the Americans to concede further major tariff reductions in the MTNs. These cuts may benefit the United States rather more than ourselves. They certainly go beyond what we and our partners in the EEC would have chosen on our own.

'But we should be able to live with them if their introduction is phased over a period of, say, 10 years and provided two most important conditions are met.

'The first condition is that the cuts should be in two stages and that the second stage should not be automatic. We cannot now commit ourselves unconditionally to tariff cuts in the mid-80s when we don't know what the economic situation will be like at that time.'

Working group's conclusions on steel

The OECD ad hoc working group on the steel industry met in Paris on 1 December and said an understanding had been reached on several principles to guide the group's participants in their efforts, whether joint or individual, to deal with steel problems. Sustained priority attention had to be given to the long-term need of restructuring and modernisation to promote a rational allocation of productive resources with an aim of achieving fully competitive enterprises.

The group agreed that member countries should co-operate within an international framework and should avoid shifting the burden of adjustment from one producing nation to another.

Any immediate measure must be consistent with the longer-term need to rationalise the world steel industry as well as with the free and fair flow of international trade. No solution for the fundamental problems of steel industries could be found in reliance on quantitative restrictions.

Third, the group agreed that special attention should be given to the problem of pricing. In times of slack demand prices were expected to fall and there might be tendencies towards sales at a loss.

The group also decided to establish a system for gathering information which could make an important contribution to the participants' understanding of trends within and among countries and to their ability to devise long and short-term measures consistent with the principles cited above. The group expected that this system, in addition to serving as an early-warning system would facilitate rational investment decisions in the future through increased transparency in the industry worldwide.

Entry into force of the patent co-operation treaty

The World Intellectual Property Organisation (WIPO), Geneva, announces that, with the deposit by the United Kingdom of its instrument of ratification of the patent co-operation treaty (PCT) on 24 October 1977, the conditions required for the entry into force of the PCT are fulfilled.

The date from which international applications under the PCT may be filed will be fixed in April 1978 by the assembly of the states party to the PCT. That date is expected to be 1 June 1978.

Under the PCT, citizens and residents of a contracting state may file an international patent application and the effect of the international application is the same as if national applications had been concurrently filed with the national Patent Offices (including the European Patent Office) of those countries party to the PCT which the applicant designates. The international application is then subjected to a search of the prior art, and the applicant is placed in a position in which he can decide, on the basis of the international search report, whether it is worthwhile to pursue his application in the various countries he has designated. National procedures in such countries are delayed until 20 months after the priority date unless the applicant asks for an earlier start.

A brochure containing the text of the PCT and the PCT regulations is on sale at WIPO, 32, chemin des Colombettes, 1211 Geneva, Switzerland (telex 22 376 CH). Detailed information brochures are in course of preparation and will be available free of charge on request early in 1978. Orders can be placed now.

Casablanca commercial officer in UK

Mr R. Godfrey, vice-consul in Casablanca, is available for discussions in this country on 28 March 1978. British firms and organisations who wish to meet the officer are asked to write for an appointment, giving full details of the specific export problem and commodities involved.

Because commercial officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, can very often supply advice. Outside London, the regional offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce Belfast, can also help.

Firms in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast; those in Wales, the Welsh Office, Cardiff, and for Scotland, the Scottish Office, Glasgow. For firms in the eastern region and the London and south-eastern region (and any organisation in the other regions who would prefer or be prepared if necessary to meet the officer in London) should write to Tours Section, Department of Trade, 50 Ludgate Hill, London EC4M 7HU. For all other regions firms should contact the appropriate Department of Industry regional office (exports).

British industrial exhibition opened in Hong Kong

The Duke of Kent, vice-chairman of the British Overseas Trade Board, will visit Hong Kong to open the British industrial exhibition on Monday, 6 March, which runs until 11 March. The products and services of 130 British firms are on display in this major promotion, the biggest all-British exhibition in south-east Asia and the fourth of its kind that BOTB has staged in Hong Kong in this decade. Industrial and commercial products will be shown including machine tools, scientific and control instruments, building products, chemical, printing equipment and paints.

Price undertakings received on Spanish steel

Imports of Spanish non-alloy steel reinforcing bars, light sections and flats are now subject to price undertakings from the Spanish government, Michael Meacher, Parliamentary Under-Secretary of State for Trade, announced on 2 December. Satisfactory indications about quantities have also been received.

Mr Meacher said that the agreement had been reached with effect from 1 November 1977.

The agreement will run until 30 April 1978, in the case of reinforcing bars, and until the end of October 1978, in the case of both sections and flats. The British government has agreed to suspend its anti-dumping action against all three products.

Overseas trade exhibitions

High-precision engineering exhibition in Zurich

From W. Boenheim, British consulate-general, Zurich

The British joint venture stand, comprising 15 manufacturers was the only national stand at the sixth international Microtechnic trade exhibition held in Zurich from 14 to 19 November 1977. The British group, which was organised by the Gauge and Toolmakers' Association which had its own information stand, with the support of Fairs and Promotions Branch of the Department of Trade, displayed an extensive range of measuring gauges of all descriptions, indexing tables, laser scanning analysers, optical and electronic testing equipment, roughness testers and similar instruments and tools. In all, 149 exhibitors took part in Microtecnic, which had 14 000 visitors.

Several British companies had not so far done much business on the continent, and this was their first approach to these markets. Other exhibitors came to Zurich to find agents for the Swiss as well as for other European markets, or to meet their established representatives from all over the world. They all agreed that Microtecnic is a truly international event and by far the most important exhibition of this type.

The general trend towards the manufacture of high quality engineering products allowing more accurate and faster measuring and recording was manifested by the large number of industrial digital computers, microprocessors and measuring centres from continental exhibitors. There will certainly be further improvements in the metrology sector in the coming years, and these developments are recognised by the British participants at Microtecnic as one reason for their wish to take part again at this truly international event in two years time.

British technology in high demand at Productronica

From N. U. Rothnie, British consulate-general, Munich

British companies had an excellent reception at the second international trade fair for processes and equipment for the manufacture of electronic components, Productronica '77, which took place in Munich from 22 November to 26 November 1977. This event, a direct off-shoot of the well-established Electronica exhibition, attracted 469 exhibitors, and 15 000 visitors. Over 20 per cent came from countries outside the German ethnic bloc and included representative parties from as far away as the People's Republic of China, Poland, USSR and most eastern European bloc countries.

Of the 37 British firms present, 24 exhibited under a joint-venture reimbursement scheme sponsored by Sira – Scientific Investment Research Association – in conjunction with the BOTB and all were extremely pleased with the results obtained. Products exhibited covered the whole range of electronic component design, manufacture and testing and British technology and expertise was represented at every stage. From a technological view, UK companies are clearly well placed to obtain a share of the 1980-projected 5 billion dollar world market for electronic component manufacturing and testing equipment.

UK exhibitors said that inquiries and requests for quotations had been received during the fair from practically every country in the world involved in the manufacture of electronic components and devices. Membrain Ltd of Dorset, a world leader in automatic in-circuit test equipment, introduced its new 7000 series of machines at Productronica and having prepared the ground well through pre-publicity was virtually in a state of siege during the whole exhibition. At the other end of the spectrum S. G. Owen Ltd of Northampton, which manufactures sophisticated equipment for selective gold and platinum plating of contacts, had a continuous stream of visitors from eastern Europe and the Chinese delegation also showed intense interest in the equipment.

In the coil-winding section of the exhibition there were eight British companies who combined to raise a considerable stir amongst their German competitors, who claim a world lead in coil-winding technology. HVH Engineers Ltd of Stockton-on-Tees, which employs around 40 people in the manufacture of a range of small, specialised coil-winding machines exports some 70 per cent of its total output.

There is no question that a substantial amount of business will result in 1978 as a result of having come to Munich. The event is bi-annual and will next take place in November 1979.

Interstoff – an encouraging fair for some

From R. Weatherburn, British consulate-general, Frankfurt

British participation, 145 firms in all, at the thirty-eighth Interstoff, held in Frankfurt from 22 to 25 November, was effectively headed by two large joint ventures comprising a total of 114 firms sponsored by the British Overseas Trade Board and the National Wool Textile Export Corporation.

The fair took place against a background of internationally depressed trading conditions with little hope – the majority of clothing textilemen feel – of any real upturn until about 1980. Synthetic fibre production is still running at approximately 30 per cent over capacity – one British exhibitor has recently purchased synthetic fibre from an Italian source at a price he knows to be lower than the costs of the raw materials – and consumer sales are also well below the norm. However, despite the widespread gloom in the textile industry, the show was visited by 24 000 trade visitors from 70 countries. The majority of foreign buyers were from European countries.

The larger of the two ventures, the Pan-Textile Group, was made up of 72 firms showing a colourful range of womenswear fabrics and cloths. With the exception of denim, for which the current demand is very small, there seemed to be a healthy demand for most types of fabric with the emphasis very much on quality. Generally speaking, exhibitors of corduroy – which has taken over from denim as the number one cloth for leisurewear – tartans, woollens, printed and plain challis and jerseys were very encouraged

The James Neill Tools stand at Microtecnic '77.

by the degree of interest shown in their fabrics.

The second joint-venture group comprised 42 firms displaying a comprehensive range of menswear fabrics ranging from the cheaper worsteds and woollens up to and including the very high quality fancy worsteds for which the British textile industry has such a high reputation. The November event is of course the more important for this sector of the industry and the majority of exhibitors in this venture were very satisfied with the number of orders and inquiries received. Exhibitors of tweeds and other sports jacketings undoubtedly benefited from the current fashion trend to the English/Scottish country look.

Despite the general gloom in the clothing textile trade the British industry is holding on to the gains it made in 1975/76 and most British Interstoff exhibitors returned home satisfied with the results achieved. Veterans of Interstoff remarked, however, that the real crunch will come during 1978 when the UK industry will have to pull out all the stops to maintain its present market share in an international clothing textile market which is declining in size. As far as British exhibitors were concerned the consensus of opinion was that this was a good, hard-working fair.

Basle catering show pulls in customers

From W. B. Powell, Consul, Basle

Igeho 1977, the seventh international exhibition for the catering, hotel and restaurant trades, was held in Basle from 17 to 23 November 1977 in the halls of the Swiss industries fair. There were 590 exhibitors from 13 countries, including the United Kingdom and a record number of 59 450 visitors.

This year 17 British companies participated in a national exhibit sponsored by the London Chamber of Commerce and Industry and supported by BOTB. Of these firms, 12 exhibited in the equipment section and five in the food section.

Although in the opinion of the British participants the exhibition got off to a slow start, the great majority of British exhibitors was very happy with the contacts made and business done. One company commented that, although there were not perhaps as many visitors to the stand as for the previous Igeho in 1975, it had more time to deal with the very good contacts made.

Winterbotham, Darby and Co Ltd took 15 orders for its frozen poultry products and Young's Sea Foods Ltd was also to introduce four or five new sea-food products. William Page and Co Ltd made some excellent contacts among buyers for its catering equipment, and held discussions with potential agents. Country Home Foods was confident that it would be able to appoint a distributor before the end of this year as a result of the exhibition, and Noel De Mille and Co Ltd found the exhibition a good opportunity to meet potential agents and distributors from various European countries. The Water Ram Co Ltd was enabled to introduce its equipment for clearing blocked pipes. Celtic Foods Ltd was able to exploit the opportunity offered by the exhibition for a successful launch of its frozen food products, and took orders worth £16,500, while KB Contacts Ltd obtained 25 serious inquiries for British-style pubs and restaurants. Steam Vacuum Extraction Ltd, represented by agents, sold 25 carpet cleaning machines during the exhibition.

The consensus of opinion among British exhibitors was that Igeho is an excellently organised exhibition providing an opportunity to make new contacts or consolidate existing ones, on an international basis but particularly in European countries. There were several suggestions that the British exhibitors should in future collaborate in some form of on-the-spot promotion for the British exhibit, in order to ensure that a higher proportion of the visitors who come to the exhibition are attracted to our stands. This proposal should be considered for the next Igeho exhibition in two years' time.

Babcock and Wilcox at Machine Asia exhibition

The British Babcock and Wilcox Ltd stand, the biggest at the Machine Asia exhibition, Singapore, held from 7 to 11 November. Seventeen Babcock Group companies were represented on the stand.

agromek

International exhibition of agricultural mechanization equipment, cattle and pigs.

Advanced technical machinery and equipment and elite breeding animals - cattle and pigs - will welcome you in the 10 halls covering 37,000 sq.m. at the Exhibition Centre of Herning.

Agromek '78 presents the entire agricultural machinery and mechanization trade in one common exhibition which enables both Danish and foreign buyers to get an overall survey of the market.
Exhibition of elite breeding animals including approx. 100 head of cattle and approx. 30 pigs from the best Danish herds.
Agromek '78 is open daily from 9 a.m. to 5 p.m.
Information about Agromek '78 can be obtained from the Secretariat: Agromek '78, 35 D Holmetoften, DK-8270 Højbjerg, Denmark.

Organizers:
Danish Manufacturers of Internal Agricultural Mechanization Equipment,
The Association of Danish Manufacturers of Agricultural Machinery and
The Danish Farmers Association.

17-21 January 1978 in Herning - Denmark

ENCIRCLE TI 706 ON PAGE 535 FOR FURTHER INFORMATION

Overseas trade export services

British shop window in Abu Dhabi

Industrial and Trade Fairs International Ltd of Solihull, has been appointed exclusive sales agents for a major permanent exhibition of British products and services in the United Arab Emirates. The exhibition will occupy two storeys of the new British Traders' Centre building in central Abu Dhabi. Exhibits will be on permanent display and the exhibition will be open six days a week.

The air-conditioned centre will be managed by the Robert G. Burton group of companies and the exhibition areas will have two main sections, one for consumer goods and one for products of an industrial nature. Display sites are booked for one year and are renewable after that time. ITF International Ltd are now taking bookings and inquiries for the year commencing April 1978; the cost of sites ranges from £2,500 upwards for one year.

Further information: circle 215

Corrugated fibreboard cases for exporters

Costing only one-quarter of the price required for timber crates, specially-designed corrugated fibreboard cases and internal fitments supplied by Ashton Containers Ltd, of Bristol, are being used to export postal scales ordered by the Nigerian Ministry of Telecommunications. The cases and internal fitments were designed jointly by Ashton Containers and the scales manufacturer, Precision Engineering Co (Reading) Ltd.

Developed to provide the structural strength necessary to hold and transport two postal scales, each weighing 38 kg, the cases and fitments are delivered in the flat. The outer case, two die-cut profiled layer trays and a buffer are all made from heavy-duty AB flute double-wall corrugated board. Slit-scored pads, which fold around the case of the scales, are made from A-flute board.

Further information: circle 216

Marketing consultancy firm for Latin America

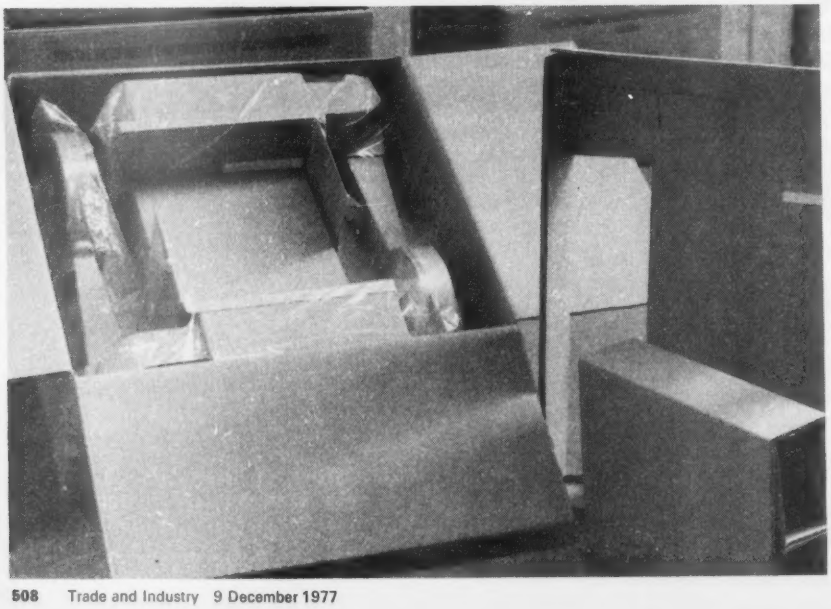
Lasco is the registered business name used by J. F. Tulk Ltd for its Latin American marketing consultancy work. Lasco will undertake surveys ranging from preliminary investigation to in-depth studies of the potential markets for most engineering capital equipment. The company has associates in Latin America available to supplement Lasco routine visits to the area. The charge for the service will depend upon the scope of the survey, and the detail required.

Lasco can also select an appropriate agent for any manufacturer who has marketable products or services which he wishes to sell in Latin America.

There is also a supervisory service. The basic aim of this service is to maintain, modify, or establish an effective marketing structure in any Latin American country where the exporter is selling or wishes to sell.

Further information: circle 217

The corrugated fibreboard cases.



East Line barges to call at Genoa

East Line's two triple-deck ro-ro barges operating between Fos-Marseille and Yanbu, in Saudi Arabia, will call additionally at Genoa, starting on 22 December with the *Arab Hawk*. The barges – the 127 by 32 m *Arab Hawk* and *Arab Falcon* towed by 9000 hp tugs – will call at the Italian port on the return leg from Saudi prior to loading at Fos, from where regular fortnightly direct sailings to Saudi will be maintained.

The barges each have 3300 linear metres capacity, equivalent to 261-12 m trailers. Twenty ft and 40 ft containers are also carried at competitive rates. The line has its own fleet of trailers, containers and chassis at shippers' disposal. At Yanbu, East has exclusive dock and terminal facilities and operate a 100-vehicle trucking company to all parts of Saudi thus ensuring door-to-door delivery.

Further information: circle 218

Pandair extends Middle East coverage

International airfreight forwarder Pandair has now added Muscat, Amman and Abu Dhabi to its network of direct consolidation services to the middle east. The service to Abu Dhabi will operate in conjunction with one of the major trading companies in the Gulf area, Yus Uf Bin Ahmed Kanoo. With a twice-weekly frequency and pre-booked space, the first consolidation was on flight BA958 on 2 December.

Amman, unlike the services to Muscat and Abu Dhabi, previously routed over Beirut, is an entirely new consolidation destination. This service will also move on a twice-weekly frequency with Amin Kawar acting as Pandair's agents in Jordan.

Further information: circle 219

New Brussels fashion centre takes off

Europe's newest fashion trading complex, is currently under construction in Brussels. The Centre de Confection Europeen (ECC), the near £10-million development will concentrate a proportion of Europe's fashion business in a single area containing all necessary trade and ancillary facilities. London-based chartered surveyors, Debenham Tewson and Chinnocks, through its Belgian arm, Debenham Tewson Wissinger

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

SA, has been retained to let the centre on behalf of Sodetraco SA, one of Belgium's leading development companies.

The ECC is situated in the Anderlecht suburb of Brussels – the capital's traditional fashion quarter – within one mile of the Gare du Midi and at a junction with the main autoroute to Paris and the other major European centres. It will eventually comprise eight buildings having a total floor area of approximately 338 000 sq ft and is expected to be fully complete by 1980. The new centre will include office accommodation, meeting rooms, showrooms and exhibition areas, fully equipped telecommunications centre, customs agency, offices for transport operators and shippers, loading and unloading facilities, banks, restaurants and cafeterias, storage areas, post office and ample car parking.

Further information: circle 220

New deal for BA travellers

In a bid to win back customer confidence, British Airways has launched a campaign to provide a better deal for passengers.

Known as the 'Quality and Reliability Plan', the campaign sets target standards for the airline's departments. Some of the main areas include flight punctuality, speedy baggage handling and quick telephone answering. Special news letters will tell staff how they are performing week by week.

Bright ideas from staff for improvements will earn special awards of up to £500. These will be in addition to awards already made quarterly for outstanding customer service.

The airline's winter target is to earn £457 million revenue from 6.5 million passengers and 100 000 tonnes of freight and mail.

Further information: circle 221

Joint-venture provides comprehensive shipping data

Formation of a joint-venture company which will provide its customers with the world's most comprehensive on-line data base of shipping industry information through a global-wide computer network was announced today by five organisations. These are Lloyd's Register of Shipping, Lloyd's of London Press Ltd, Phs. Van Ommeren International BV, Fairfield International Corporation, and Marine Management Systems Inc. The new corporation will be called the Maritime Data Network Ltd – and is the development of an on-line computer service known as the Marine Information Systems (MIS). The on-line marine data base, is at present available in 21 countries on the General Electric Worldwide Information Services Network.

Much of the extensive data files of both Lloyd's Register and Lloyd's of London Press will be combined with other MMS data bases to comprise one common cross-referenced data base. This will give commercial and government organisations instant access to important commercial information in various report forms which before required weeks to collect.

Further information: circle 222

Electrical regulations for Norwegian ships

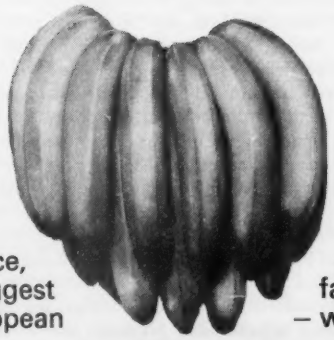
An English translation of the new Norwegian regulations covering electrical installations on sea-going craft, is now available from Technical Help to Exporters (THE), the export advisory service of the British Standards Institution.

(Regulations for electrical installations on board ships, mobile drilling platforms, dredgers, floating cranes, etc), supersedes section IIG of the Norwegian Wiring Regulations issued by the Norwegian Water Resources and Electricity Board (NVE).

The new regulations cover heavy-current installations including power sources, distribution systems, control gear, cables, switchgear, motors, heating and lighting equipment, insulating materials, oil-burning plants, welding equipment, lightning conductors, and some light-current installations. They do not apply to installations for radio telephony or radio telegraphy, nor to parts of installations in hazardous locations in ships.

Further information: circle 223

WHEN WE MOVED INTO THE NORTH SEA THEY THOUGHT WE WERE BANANAS



The fact is, we've been Ship Owners and Operators since 1947. That makes for experience, and we now have one of the biggest *independent* operations in European trade. That means resources. Sailing six times a week between Ipswich and Rotterdam (where Geest have purpose-built terminals), we have containers to take almost any load you can offer. And we provide, as a matter of course, a fast, reliable, door-to-door service – when others just talk about it. If by now you feel that Geest is a different type of shipping concept, call us today. You will soon find we're not just one of the bunch.

Geest North Sea Line

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Still small enough to care

ENCIRCLE TI 709 ON PAGE 535 FOR FURTHER INFORMATION

Overseas trade country data

Australia

Textiles, clothing and footwear (quota arrangements). *Trade and Industry*, 2 September, reported a reference to the Industries Assistance Commission in respect of the above. Following consideration of the IAC Report the Australian government has decided to introduce a three-year programme of assistance to the above industries involving changes in quotas, rates of duty, etc on certain products. The new items coming under quota as from 1 November 1977 and relevant details are shown below. A Textile, Clothing and Footwear Review Committee will be established to study these industries and tender advice to the Ministers for Industry and Commerce and Business and Consumer Affairs. Where assistance is being provided by way of import quotas, levels will be adjusted in the light of recommendations from the review committee every half-year. In addition, all such quotas will have 12-months' validity.

Clothing. Imports of men's and boys' overalls will be subject to an annual tariff quota at a level of 300 000 units if and when total imports of such goods in any three successive months exceed 75 000 units. Furthermore if this tariff quota system is activated, it will apply from the first day of the three-month period in which the level of 75 000 units is exceeded and no special provision will be made for goods which are in bond, in transit or covered by irrevocable commitments at the time such action is taken. To facilitate the administration of the tariff quota system and to ensure the effectiveness of the assistance provided under the system, the above-quota rate of duty on knitted undergarment shirts for men and boys will be increased to $20 per kg, the same as currently applying to imports of knitted outergarment shirts. In addition duties on imports of woven undergarment shirts for women and girls will be varied to bring them into line with the duties on women's and girls' blouses. The above-quota rate of duty on woven undergarment shirts for men and boys also is being increased to $4 per garment, in accordance with recommendations of the IAC.

The current exemption from quotas relating to ski jackets and parkas covered by chapter 61 of the Australian tariff will be extended to cover ski jackets and parkas covered by chapter 60, and to all ski-suits and padded ski-trousers and padded ski-overalls covered by both chapters 60 and 61 of the Australian tariff. The IAC suggested that an import watch be maintained on underwear and knitted sleepwear and this will be done by closely monitoring trends in imports and import orders.

Textiles. The recently announced tariff quota arrangements on knitted curtains are to be extended to cover both knitted and woven curtains. The commission has noted there had been a further decline in production of woven curtains associated with an increase in imports. In addition, to facilitate the administration of the recently announced tariff quota arrangement on knitted net or crocheted fabrics, it has been decided to extend the coverage of these quotas to include certain other knitted fabrics. The bounty currently paid on the production of polyester/cotton sheeting fabrics in the greige for printing is to be increased from the present annual maximum of $500,000 to $600,000 and the recently announced bounty on certain polyester/cotton yarns is to be extended until 31 August 1980.

It has also been decided that imports of polyamide staple fibre and tow, which are no longer produced in Australia, are to be made free of duty from all sources. This action is expected to reduce costs for end users without adverse effects on activity and employment levels in the domestic textiles industry. It has also been decided to make woven polyolefine fabrics made from discontinuous yarns dutiable at the same rates as those applying to such fabrics made from continuous filament yarns. Hand knitting yarns are to be subject to the import surveillance system which is being introduced on underwear and knitted sleepwear.

Footwear. It has been decided that high-priced footwear will be exempt from import licensing. High-priced footwear will be defined as footwear having a value for duty exceeding a specified price level. This price level will be adjusted six-monthly in accordance with movements in the footwear component of the CPI, lagged by six months. Footwear with a value for duty exceeding $21 per pair will be immediately exempted from import licensing requirements. The first adjustment to this threshold price level for the exemption from import licensing would be made on 1 January 1978 and thereafter importers would receive approximately five months advance warning of future adjustments. Ministers stated that licences previously issued to enable clearance of footwear with value for duty greater than $21, would remain valid for use during the period for which they were issued.

Administrative difficulties have arisen regarding the definition of specialist sporting footwear and gumboots. Consequently all such footwear will now be subject to the import licensing controls. However licences will be freely available for traditional type gumboots and specialist sporting footwear incorporating sprigs, stops and spikes or provision therefor, of a type which render the footwear not suitable for normal streetwear. Other specialist sporting footwear will be considered on a case-by-case basis and special licences will be authorised if it is evident that the footwear concerned is not competitive in use with footwear manufactured in Australia for normal streetwear.

General administrative arrangements. Quotas to individual importers for products coming under the quota system for the first time will be issued initially in a single allocation for the period 1 November 1977 to 31 August 1978 for textiles and apparel items and for the period 1 November 1977 to 30 June 1978 for footwear, with a validity to a date six months after the end of the quota period concerned. Such quotas will be related to the import performance of individual importers in the financial year 1976-77.

In respect of such products, goods in bond or in transit as at 22 November will be allowed entry for home consumption at existing rates of duty if entered for home consumption within 21 days of 22 November or of arrival whichever is the later, with debits to subsequent quotas which may be established. Goods cleared between 1 November and the date of implementation of these decisions will also be debited to any quota subsequently establish. No special provision will be made for other goods on order or covered by irrevocable letters of credit as at the date of this announcement. Every six months a list of firms receiving quota in specific categories will be published. This is being done to assist firms wishing to take advantage of the transferability provisions of the import quota scheme.

To assist in establishing a reasonably firm basis for forward planning for importers and manufacturers, it has been decided that supplementary quota issues to be made as a result of the quota arrangements announced on 17 August 1977, for a range of textiles, apparel and footwear items will have a validity period of 12 months. This will also achieve consistency of treatment for all quotas issued during the three year programme of assistance for these industries. The Australian government had accepted in principle the IAC's recommendations regarding reductions in the levels of supplementary quotas for the period 1 March to 31 August 1978 for knitted coats, jumpers, cardigans, etc, babies' napkins and acrylic apparel yarn. As importers may have already entered into commitments on the basis of previous advice relating to these supplementary quotas, the government has decided not to vary the quota levels announced for that period but to make compensating reductions in quota levels in subsequent periods to take account of the recommendations of the commission.

For the goods coming under quota for the first time a reserve would be set aside for anomalies of a similar proportion to that applied when supplementary quotas were announced on 17 August 1977. Allocations from the anomalies reserve will be made in accordance with the arrangements for that scheme announced on 12 October 1977.

CRE	Commercial Relations and Exports Divisions Tel. Direct dialling (see end of each notice)
OTAR	Overseas Tariffs and Regulations Section Tel. 01-248 5757 (extension at end of each notice)

Import quota details: new products subject to import quotas

	Annual quota level	Additional duty for above – quota imports
Curtains (items 60.05.9 and 62.02.7)	3.8 million m^2	$4 per m^2
Knitted fabrics (items 60.01.91 and 60.01.99) not being: fabrics admissible under concessional by-law; laminated fabrics; metallised fabrics; fabrics of cotton or of wool or of paper	$2.3 million vfd	$2 per m^2
Rainwear outfits, coats, jackets, trousers, overalls and the like of textile fabric coated on one or both sides with polyvinyl chloride or unhardened rubber (items 39.07, 40.13, 61.01, 61.02). (Note: some garments already fall within other quota categories and appropriate adjustments would be made to levels applicable to such categories.)	100% of value of imports in 1976-77	$10 per garment
Unsupported jackets or coats, including overcoats, made from PVC film (item 39.07)	100% of value of imports in 1976-77	$2 per garment
Leather clothing (42.03.3)	60 000 units	60% of vfd
Pilches (39.07)	5 million units	$0.25 per unit
Woven outer-garment shirts for men and boys (item 61.01.99)	100% of value of imports in 1976-77	$4 per garment
Thongs (items 64.01-64.04): having a vfd less than $0.35 per pair	3 million pairs	—
other, having a vfd less than $2.00 per pair	100% of imports in 1976-77	—
Parts for thongs (item 64.05)	100% of value of imports in 1976-77	—

Inquiries: OTAR 01-248 5757 ext 468/469/401.

Bench or pedestal drilling machines. A notice in *Trade and Industry*, 8 April 1977 reported a reference to the Industries Assistance Commission in respect of bench or pedestal drilling machines of the type that are belt-driven-pulley-operated, having a drilling capacity of 60 mm in diameter, tariff item 84.45.3 or 84.48.1. Existing tariff quotas will be replaced by bounty assistance payable on such drilling machines produced, sold and used in Australia on and from 1 January 1978. The enabling legislation will be introduced into parliament as soon as possible and bounty payments will be made retrospective to 1 January 1978. The government emphasised that the bounty assistance was of a holding nature only. Any decision or long-term assistance will be taken after the government has received the Industries Assistance Commission Report on the metal working machine tools industry requested by 31 December 1977.

The proposed legislation will provide for bounty at the level and largely in accordance with the terms and conditions of the existing Metal Working Machine Tools Bounty Act 1972.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Yarns and fabrics: quota arrangements. The Australian government has decided to re-introduce tariff quotas on knitted or crocheted curtains, and knitted or crocheted net fabrics and to introduce tariff quotas on sleeping bags with a value for duty not exceeding $30 per unit from 1 November 1977; to introduce tariff quotas on imports of certain yarns and woven fabrics containing wool, should imports over a progressive 12-monthly period exceed certain specified trigger levels for three consecutive months; and make bounty payments of $1.15 per kg up to $600,000 for the period 1 October 1977 to 30 September 1978 on Australian production of single fold, combed, polyester/cotton yarns of 20 tex or finer containing not less than 50 per cent by mass of polyester fibre.

The government's decisions follow consideration of the Industries Assistance Commission report on certain spun yarns, wool textiles and other goods. The products covered by the report are also covered in the commission's report on the detailed arrangements required to maintain to the fullest extent practicable for a period of three years the present level of activity and employment in the production of most textiles, apparel and footwear goods. The government's decision on the latter report appears in an earlier notice of this edition.

Details of annual quota levels, additional duties for above quota imports and in the case of certain yarns and woven fabrics containing wool, the specified trigger levels, are set out below.

In their announcement the ministers concerned explained that, if tariff quotas are triggered on certain yarns and woven fabrics containing wool, these quotas will apply with effect from the first day following the last month of the three-month period in which the trigger level was exceeded. Should tariff quotas be triggered, no special consideration will be given for clearance of the goods concerned which are in transit, in bond, on firm order or covered by letter of credit or other trading arrangements as at the date of the announcement of the introduction of any tariff quota measures on these products. Tariff quotas on knitted curtains, knitted net fabrics and sleeping bags will be allocated to individual importers on the basis of imports cleared for home consumption in the year ended June 1977.

In accordance with the recent decision to reserve 15 per cent of the supplementary six months' quota levels for textiles, apparel and footwear for cases involving anomalies, a similar proportion, ie 15 per cent of the six months' equivalent of quota levels for these products, will be reserved for cases involving anomalies. Goods in bond or in transit as at 17 November 1977 will be allowed entry for home consumption at existing rates of duty if entered for home consumption within 21 days of this date or arrival whichever is later, with debits to subsequent tariff quotas which may be established. No special provision will be made for goods on firm order or covered by letter of credit or other trading arrangements as at 17 November 1977 and goods cleared for home consumption between 1 November 1977 and 17 November 1977 will also be debited to any quota subsequently established.

Inquiries: OTAR 01-248 5757 ext. 468/469 401.

Glucose and glucose syrups. A notice in *Trade and Industry*, 11 March, reported a reference to the Industries Assistance Commission in respect of the above. The Australian government have now announced that glucose and dextrose production to be low-cost and worthwhile activities and recommended duty rates of 10 per cent on dextrose, and 5 per cent on glucose and glucose syrups, tariff heading 17.02.200 (other than flavoured or coloured glucose for which minimum rates were recommended). The government has accepted the commission's recommendations, except in respect of coloured or flavoured glucose and glucose syrups, and of dextrose monohydrate. Coloured or flavoured glucose and glucose syrups will be dutiable at the rate of 5 per cent which is to apply to other forms of glucose. Additional assistance is considered necessary in the short-term for the production of dextrose monohydrate and accordingly imports of this product will be dutiable at 20 per cent for two years and 10 per cent thereafter. The government has also decided to adopt the commission's recommendations that the standing by-law on anhydrous dextrose be retained until a suitably equivalent product is reasonably available from local manufacture but no special arrangements will be made for the concessional import of dextrose monohydrate in times of production shortfall. Goods of New Zealand and Papua New Guinea origin will continue to be admitted free of duty.

Inquiries: OTAR 01-248 5757 ext. 468/401/469.

Hoists, pulley tackle and winches. A notice in *Trade and Industry*, 30 September,

Yarns and fabrics

Goods	Trigger level	Annual quota level	Additional duty for above quota imports	Tariff item	Statistical key
Sleeping bags with a vfd not exceeding $30.00	n.a.	300 000	$10.00 per unit	94.04.9	
Knitted or crocheted net fabrics and fabrics resembling lace	n.a.	$1.0 million vfd	$2.00 per m^2	60.01.91	
Knitted or crocheted curtains	n.a.	3.5 million m^2	$4.00 per m^2	60.05.9	
Certain wool worsted and wool blend yarns	1.3 million kg	1.1 million kg	$2.50 per kg	53.07	49
				56.05.2	19 2x 30
Worsted wool fabrics and wool fabrics containing silk or polyester	2.2 million m^2	2.0 million m^2	$2.50 per m^2	51.04.19	28
				53.11.91	19 63 85
				53.11.92 16x	13 104 126 148
				53.11.99	92 106 117 128
				56.07.31	11
				56.07.32	16
				50.09.1	1x 20 31
Certain other wool fabrics including fabrics containing man-made fibres	1.7 million m^2	1.5 million m^2	$2.50 per m^2	51.04.19	39 50 94 119
				53.11.91	2x 74
				53.11.92 24	115 137 159 170
				56.07.31 22	33 44 55 66
				56.07.32 27	38 49 5x 60

n.a. Not applicable.

reported that the Australian government had asked the Industries Assistance Commission to inquire into the long-term assistance requirements of the sector of industry manufacturing these products. It should be noted that despite a tariff change since the reference was signed, hydraulic hoists of a kind used in garages for lifting motor vehicles, which fell to item 84.22.23 at the date of reference and are of a kind now falling within item 84.22.439, remain covered by the scope of the reference.

The commission is now in a position to proceed with the inquiry into this subject and will receive evidence from any individual, or representative of any organisation, interested in the question of assistance to the industry. Persons who are interested in submitting evidence and who have not notified their intention to be witnesses are asked to advise the commission *immediately* of their interest in the inquiry. Details of the public hearings will be announced later.

Inquiries: CRE 01-215 5319.

Ref: CRE 1530/77.

Barbados

Potato and skirts. By SI 1977 no. 231, the Barbados authorities have announced that the following goods now require import licences:

Tariff no.	Description of goods
07.04	Instant mashed potato
60.05	Skirts, knitted
61.02	Skirts, not knitted

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Brazil

Raw coffee beans. Customs Policy Council resolution, 3050, published in the *Diario Oficial* of 11 November 1977, exempted from import duty a quota of 500 000 bags of 60 kg of raw coffee beans, under tariff heading 09.01.01.00.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Sensitised aluminium sheet. Customs Policy Council edital, 877, published in the *Diario Oficial* of 10 November 1977, gave notice that the council was considering a proposed increase in the import duty on sensitised aluminium sheet as follows:

Tariff no./Goods	Duty rate	
	Current	Under study
37.01.00.00 Photographic plates and flat film, sensitised, unexposed, of any kind of material, other than paper, paperboard, cardboard or textiles		
37.01.03.00 Sensitised on one side for polychrome images 'ex' Aluminium plates, sensitised for polychromatic images (colour)	15%	45%

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reductions in manufactured goods tax. Decree, 80.699, published in the *Diaro Oficial* of 10 November 1977, reduced the rate of manufactured goods tax (IPI) on the following goods to 8 per cent.

Tariff no.	Goods
39.07.03.00	Packaging materials of plastics
40.14.07.00	Flexible containers
48.16.01.00	Protective sacks suitable for shockproof and heat-proof packaging
48.16.99.00	Other bags and sacks of paper or paperboard
48.21.13.00	Packages for eggs and other food products

Inquiries: OTAR 01-248 5757 ext. 476/474.

Canada

Import quotas on footwear. The Canadian Minister of Finance announced on 1 December 1977 measures to limit imports of footwear from all sources from 1 December, for a period of three years.

All imports, except footwear made of waterproof plastics, rubber or canvas and downhill ski boots are affected. Quotas will be based on pairs and not value (thus countering the effects of inflation). Total imports will be limited to approximately 32.5 million pairs annually, the average of imports between 1974 and 1976. Quota entitlements will be 64 per cent of the importer's performance record between 1 September 1976 and 31 August 1977.

The programme does not permit allocations for imports of children's and infants' footwear to be used to import adult footwear. However, allocations for men's, boys', women's and girls' boots, shoes and sandals can be converted to children's and infants' footwear on a basis of three pairs to five. Twenty-five per cent of the quotas will be held back initially to cover any potential problems arising from differences between statistical information now available and importer's proven performance during the base period; and for cases of real hardship.

Inquiries: CRE 01-215 5397.

Denmark

Electrical equipment. In order to comply with the requirements of the EEC low-voltage directive Denmark will substantially revise procedures for approval of electrical equipment from 1 February 1978.

Pre-marketing Demko (Danish Board for Approval of Electrical Equipment) approval will no longer be required but will be replaced by an obligation to notify Demko (within eight days of commencement of marketing) followed by registration. Notification and registration can be made in any of the following three ways:

1 Submitting samples to Demko for approval and D-marking as hitherto (a fee is paid for testing)
2 Submitting a certificate from another authorised testing station stating that the equipment complies with approved safety standards
3 A written declaration and complete test report is submitted from the manufacturer substantiating compliance with Danish heavy current regulations or CENELEC harmonised standards.

The authorised test stations in the UK are (each with approved authority within a specified product area):

1 The Association of Short Circuit Testing Authorities (INC), Leicester Square, London
2 British Approval Service for Electrical Cables Ltd, Hemel Hempstead, Herts
3 British Electrotechnical Approvals Board for Household Equipment, Kingston-Upon-Thames, Surrey
4 British Standards Institution, Hemel Hempstead, Herts

It will be illegal to market equipment which does not comply with the rules and already sold equipment may be required to be withdrawn.

Inquiries: OTAR 01-248 5757 ext. 7174.

Egypt

Knitted fabrics. The Ministry of Finance have instructed the Egyptian customs to collect duty on knitted fabrics BN 60.01 as follows: those of wool and cotton 150 per cent; all synthetic or silk fabrics 250 per cent.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 462.

Greece

Import regulations. The following items have been transferred from import list F to import list P:

Tariff heading	Item
87.02 C	Car chassis fitted only with engine and driving cab
ex 87.04 A	Tractor chassis fitted with engines but not with driving cab
ex 87.04 B	Car chassis fitted with engines but not with driving cabs
ex 87.06 A2	Chassis for tractors of up to 16 hp and parts and components thereof for industrial assembly
ex 87.06 B1	Wheel centres in star form, cast in one piece, of iron or steel
ex 87.06 B3	Other parts and accessories of the motor vehicles falling within headings 87.01, 2 or 3, not for industrial assembly

Items under tariff heading ex 70.09, glass mirrors for motorcycles and other motor driven vehicles have been transferred from import list F100-2 to import list F.

Inquiries: OTAR 01-248 5757 ext. 439.

Import of swine. According to the Greek press the Athens chamber of commerce is to issue licences for import of swine for slaughtering of between 80 and 110 kg.

Inquiries: OTAR 01-248 5757 ext. 439.

Italy

Labelling of textile products. The *Gazzetta Ufficiale*, 236, published law 632 of 8 August 1977, modifying law 883 of 26 November 1973 on the labelling of textile products. The effect of law 632 is that it will no longer be necessary to state on the label 'In accordance with law 883 of 26 November 1973'. Other requirements are unchanged, namely that the label should show the style of the firm, or the registered trade mark of the producer of the fibres, the manufacturer, importer or distributor (wholesale or retail) and the names of the fibres with their percentages listed in descending order.

Copies of law 632 and law 883 are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Jamaica

Jamaica State Trading Corporation. The formation is announced of the Jamaica State Trading Corporation on 15 November 1977. It will be a holding company, and along with its subsidiaries will eventually be entrusted with importing all goods into Jamaica.

Its first operating subsidiary, Jamaica Nutrition Holdings, already controls imports of all basic foodstuffs, and it is proposed to introduce six more. The first three will deal with:

1 Pharmaceuticals, medical supplies
2 Textiles and leather
3 Construction materials for the building industry

They will be introduced on a phased basis, starting with larger orders and gradually extending control over the whole sector.

No further details are available at present.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Malta

Canned food regulations. The Malta authorities have published legal notice 142 of 1977 relating to canned food products. The regulations cover, inter alia, the contents and heat-processing requirements of canned food.

The regulations shall come into force on such a date as the Minister of Health may fix by notice in the *Government Gazette*.

British exporters may obtain a copy of the above regulations from OTAR 01-248 5757 ext. 458/461.

Mauritius

Import controls. With effect from 28 November 1977, the following goods require an import licence (issued by the Ministry of Commerce and Industry): motor cars (CCCN 87.02); motor cycles (87.09): refrigerators including freezers (84.15) and television sets (85.15). Importers who have confirmed orders which have been placed and executed before 28 November 1977 must inform the Ministry of Commerce and Industry forthwith of these orders with supporting documentary evidence. Failure to do so may entail refusal by the ministry to grant import licences to cover such orders.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

New Zealand

Miscellaneous tariff amendments. The New Zealand government have issued the Customs Tariff (Miscellaneous) Amendment Order 1977, which came into effect on 14 October 1977, whereby the description headings for tariff items CCCN 17.01, CCCN 42.04 and CCCN 73.34 have been cancelled and replaced by the following:

Tariff heading	Description
	Sugars and sugar confectionery
17.01	Beet sugar and cane sugar, in solid form
	Articles of leather; saddlery and harness; travel goods, handbags and similar containers; articles of animal gut (other than silk-worm gut)
42.04	Articles of leather or of composition leather of a kind used in machinery or mechanical appliances or for other industrial purposes
	Iron and steel and articles thereof
73.34	Pins (excluding hatpins and other ornamental pins and drawing pins), hairpins, curling grips and the like, of iron and steel

Inquiries: OTAR 01-248 5757 ext. 401/469/468.

Vinyl floor covering. The New Zealand government have issued the Customs Tariff (Vinyl Floor Coverings) Amendment Order 1977, which came into effect on 11 November 1977, whereby, threshold duties on tariff items CCCN 39.02.083, 39.02.084, and 39.02.085 have been cancelled and replaced by the following.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Number/description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
Chapter 39					
Artificial resins and plastic materials, cellulose esters and ethers; articles thereof					
39.02					
Polymerisation and copolymerisation products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):					
Plates, sheets, strip, film and foil:					
Floor coverings:					
Other:					
Coated, covered or laminated:					
083 Incorporating expanded, foam or sponge artificial plastic materials	m^2	1977	10%[1] *or*[2]	10%[1] *or*[2]	Aul Free[1] *or*[2] Can Free[1] *or*[2] CPC Free[1] *or*[2] DC Free[1] *or*[2]
084	m^2	1977	55%	55%	Aul 20% Can 45% CPC 45% DC 35%
085 Other	m^2	1977	10%[3]	10%[3]	Aul Free[3] Can Free[3] CPC Free[3] DC Free[3]

[1] Plus a duty of 1 per cent *ad valorem* for every 4 cents or part thereof by which the cif value is less than $4.50 m^2.
[2] Where alternative rates are shown the rate chargeable is that which returns the lower duty.
[3] Plus a duty equal to the amount by which the cif value is less than $2.65 m^2.

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El Salvador

Foreign exchange regulations. With effect from 15 November the Salvadorean Monetary Board has relaxed the foreign exchange regulations, which have been in operation since 1961. The 100 per cent prior deposit has been abolished for most goods. The goods still subject to the deposit are included in the following headings:

Tariff heading	Goods
112	Alcoholic beverages
122	Tobacco and tobacco products
552	Perfumes and lotions
613	Fur manufactures
657	Rugs and carpets
672, 673, 864	Jewels and precious stones
691	Firearms
721	Television receivers and washing machines
732	Motor cars, other than those under 1500 cm^3 and US $2,500
734	Aircraft
735	Boats
812	Electric lamps
842	Fur clothing
861	Photographic apparatus
891	Sound recording and reproduction apparatus

Inquiries: OTAR 01-248 5757 ext. 476/474.

Saudi Arabia

Standards for foodstuffs. The following mandatory standards have been issued by the Saudi Arabian Standards Organisation and the enforcement dates are as shown against each item:

Wheat flour	24 Nov 1976
Methods of test for wheat flour	24 Nov 1976
Macaroni, spaghetti and vermicelli	28 Apr 1977
Methods of test for macaroni, spaghetti and vermicelli	28 Apr 1977
Methods of sampling for edible oils and fats	5 May 1977

Copies of these standards are available on request to British exporters.

Inquiries: OTAR 01-248 5757 ext. 475/420.

Thailand

Tea regulations. The Thai Ministry of Public Health has issued notice, 33, (BE 2520 – AD 1977) which came into effect on 9 June 1977 and classifies tea as a controlled food as follows.

Tea obtained from leaves, leaf-eyes, and young stems of tea plants (*Thea* species) and which have been dried shall be controlled food, but excluding instant tea and Thai will tea-plant. The quality and standards of tea shall be total ash content not less than 4 per cent and not exceeding 7 per cent of the weight; water soluble ash content shall not be less than 3 per cent of the weight; hot water extract content shall be not less than 30 per cent of the weight; caffeine content shall not be less than 2 per cent of the weight, no colouring.

In the case of tea containing admixtures for the purpose of flavour or taste, such admixtures shall not be harmful to human body. For tea imported or ordered into the kingdom for sale or tea produced for sale or on sale, there shall be a label the contents of which shall be in Thai clearly legible and to contain at least the word tea; name and food registration number; name and location of factory, net weight in metric system; kind and amount of admixtures for flavour or taste (if any).

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Coffee regulations. The Thai Ministry of Public Health have issued notice, 34 (BE 2520 – AD 1977) which came into effect on 9 June 1977 and classifies coffee as a controlled food with regulations. Roasted coffee, exclusive of instant coffee, shall be controlled food. Quality or standards of unadulterated coffee shall not contain ingredients other than sugar, butter, margarine or sesame for roasting and flavour; total ash content not exceeding 6 per cent of the weight, and the total ash shall be soluble in water not less than 75 per cent of the weight; total invert sugar content shall not exceed 1.5 per cent of the weight; caffeine content shall not be less than 1 per cent of the weight; no colouring, except the colour of burning brown.

Mixed coffee shall contain admixtures not harmful to the human body and shall contain coffee not less than 50 per cent of the weight, the quality or standards of which shall be as approved by the Minister of Public Health. For coffee imported or ordered into the kingdom for sale or coffee produced for sale or on sale, there shall be a label the contents of which shall be in Thai clearly legible and to contain at least the word unadulterated coffee or mixed coffee as the case may be; name and food registration number; name and location of factory; net weight in metric system; kind of admixtures for mixed coffee.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Imports of speciality steels under quota. The following table, derived from statistics made available by the US Customs Service, shows the products which are subject to the US quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978 and US imports of the products concerned from the EEC during this period, as at 25 November 1977.

Pounds weight

Product	US import quotas for 12 months 14 June 1977 to 13 June 1978	US imports during this period as at 25 Nov 1977
Sheets and strips of stainless steel (item 923.20)	32 600 000	17 591 691
Plates of stainless steel (item 923.21)	6 000 000	1 866 099
Bars of stainless steel (item 923.22)	5 200 000	2 603 953
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Alloy tool steel (item 923.26)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

Baby rattles. The *Federal Register*, dated 18 November 1977, published a regulation proposed by the Consumer Product Safety Commission to ban infants rattles which could cause choking and suffocation due to the end shape of the rattle, and gave details of a mandatory safety requirement. Written comments (five copies) by 19 December 1977 to Consumer Product Safety Commission, 1111 18th Street NW, Washington DC 20207. A copy of the text is available to British exporters from OTAR Section.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Medical devices. *Trade and Industry* of 21 October 1977 announced proposed rulemaking by the Food and Drug Administration in connection with the listing of medical devices under section 510 of the Food, Drug and Cosmetic Act. British manufacturers are reminded that under the act they are required to list devices by 31 December 1977, although no announcement of the final regulations has yet been made.

The FDA has stated that under the final regulations foreign manufacturers will not be compelled to register their establishments but they will need to submit to the FDA a list of their products regulated by the Bureau of Medical Devices under the act. A United States' importer will be permitted to undertake the listing on behalf of a foreign manufacturer if he is the sole United States' distributor, on production of a letter of authority from the manufacturer.

Written requests for an extension of the above deadline will be considered by the FDA (Bureau of Medical Devices). Such requests must include the reason and date by which listing forms will be submitted and the approximate number of forms.

Forms FD-2892 for device listing and further information may be obtained from the Department of Health and Social Security, I and E Division, 14 Russell Square, London WC1B 5EP.

Inquiries: 01-636 6811 ext. 3024/34250.

Revised commodity control list. The US Office of Export Administration has published a revised commodity control list which is due to go into effect on 1 January 1978.

Inquiries: OTAR 01-248 5757 ext. 456/457.

Venezuela

Tariff amendments. Ministry of Finance general directions 1520 and 1521, 13 September 1977 have increased the *ad valorem* duty on certain tube and pipe fittings (tariff 73.20.89.99) from 5 per cent to 35 per cent and on plastic syringes (tariff 90.17.01.21) from 10 per cent to 80 per cent. In addition both these items are subject to minimum values for the purpose of calculating the duty.

Inquiries: OTAR 01-248 5757 ext. 474/476.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-243 5757 (extension at end of each notice)

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,739	2,071	34	−145	48	15	105	−702	807
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−922	−2,353	1,431
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,565	−5,194	1,629
1975	107.8	35,257	10,062	1,745	2,034	−743	−429	−111	−65	−1,701	−3,203	1,502
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,405	−3,571	2,166
1975 2nd qtr.	108.0	8,880	2,484	446	513	−213	−74	−51	−61	−333	−657	324
3rd qtr.	106.6	8,739	2,562	420	512	−213	−209	−26	16	−620	−974	354
4th qtr.	107.4	8,649	2,461	407	494	−147	−115	−12	24	−183	−628	445
1976 1st qtr.	110.1	8,829	2,489	405	471	44	0	26	33	−90	−538	448
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−390	−907	517
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−511	−1,144	633
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−414	−982	568
1977 1st qtr.	109.4	8,762	2,242	419	507	209	125	51	102	−461	−962	501
2nd qtr.	109.9	8,663	2,241	432	509		164	39	−5	−241	−733	492
3rd qtr.		8,800 pe		454 p	524 p		−78 p	11 p	−44 p	496	−29	525 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.6	−1.1	−6.8	+4.9	+1.8							
on a year earlier	−0.2	−1.2	−8.8	+7.0	+3.8							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	% of total employees	Unfilled vacancies for adults	Export	Import
				monthly averages						mid-month count		mid-month count		
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	80.0	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	85.7	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	109.9	110.5	110.7	137.1	93.5	9.1	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.8	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	132.0	136.4
1975	101.6	102.3	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	126.1	126.5
1976	102.2	103.4	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8[1]	5.4[1]	120.4[1]	136.6	134.3
1976 3rd qtr.	101.8	103.9	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.2	104.8	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8[1]	5.6[1]	..	141.5	138.2
1977 1st qtr.	103.5	105.6	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.2	142.3
2nd qtr.	102.2	103.1	103.9	102	181.9	17.4	347.7	259.2	285.2	1,330.4	5.6	159.2	149.3	144.4
3rd qtr.	102.4 p	103.1 p	106.8	112	184.7	16.5	340.5 p	267.7 p	288.2 p	1,420.8	6.0	150.5	153.4	141.6
1976 Oct.	102.8	104.8	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	141.6	140.7
Nov.	103.4	105.0	109.2	119	165.8	15.0	331.8	234.6	272.2	..	..	..	138.8	140.2
Dec.	103.5	104.5	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	..	144.1	133.7
1977 Jan.	103.7	105.4	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	141.5	153.8
Feb.	103.4	105.6	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	160.5	138.8	133.8
Mar.	103.5	105.7	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	143.3	139.4
Apr.	102.5	103.7	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	149.9	139.2
May	103.7	105.2	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.4	142.9
June	100.3	100.3	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	152.5	151.2
July	102.4	103.6	107.0	109	183.8	17.6	344.5	265.8	286.5	1,402.2	5.9	152.7	153.3	149.0
Aug.	102.7	103.2	107.2	124	184.7	16.5	338.8	268.1	288.1	1,413.8	6.0	154.1	150.2	131.5
Sept.	102.0 p	102.6 p	106.2	103	185.7	15.6	338.1	269.2	289.5 p	1,446.4	6.1	144.7	156.6	144.3
Oct.			105.4 p	118	186.5	14.1	333.9 p	291.0 p		1,433.4	6.1	153.4	149.4 p	141.1 p
Nov.							330.3 p	271.9 p		1,432.9 p	6.1	155.6 p		
% change latest 3 months on prev. 3 months	+0.2	—	+1.2	+12.4	+1.4		−2.5	+2.0	+1.1	+3.4			+1	−6
on a year earlier	+0.5	−0.7	−2.2	+11.3	+15.4		+2.9	+17.5	+8.6	+9.4			+10	+1

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Manufacturers' prices rise only ¼ per cent in November

Output prices

The provisional price index for the home sales of manufactured products increased by ¼ per cent in November to 271.9 (1970 = 100), the smallest monthly increase since April 1973. The index rose 1½ per cent during the past three months.

The index for manufactured products other than food, drink and tobacco was ½ per cent higher. The 2¼ per cent increase in this index in the latest three months is the smallest increase over a three-month period since May 1973. This was partly due to the vehicles sector whose index rose by only 1¼ per cent in the three months to November, compared with 5 per cent or more in each of the four previous three-month periods.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry fell by 1 per cent in November to 330.3. This index is now ½ per cent lower than last November's figure.

Lower prices for many imported materials as a result of the further appreciation of sterling were responsible for the 1¾ per cent fall in November in the index for materials purchased by manufacturing industry other than the food, drink and tobacco industries. Crude oil accounted for over half the fall. This index has fallen by 3 per cent in the latest three months.

1970 = 100

	Sep	Oct p	Nov p
Output prices (home sales)			
All manufactured products	269.2	271.0	271.9
Products of manufacturing industry other than food, drink and tobacco industries	275.1	277.7	279.2
Products of the food manufacturing industries	294.2	294.0	292.8
Prices of materials and fuel purchased			
By manufacturing industry	338.1	333.9	330.3
materials	344.9	340.3	336.3
coal, gas and electricity	273.0	273.1	273.1
By manufacturing industry other than food, drink and tobacco industries	353.9	350.1	344.8
materials	365.4	361.1	355.0
By food manufacturing industries	305.0	301.8	302.6
materials	304.7	301.5	302.3

p Provisional.

Inquiries: 01-215 3351.

Retail sales in October

Volume

The final seasonally adjusted index of the volume of retail sales in October is 105.4, rather lower than the provisional estimate of 106. The estimate suggests that the level of trade has fallen back in the last two months following the recovery in July. However, the volume of sales in October was still higher than in the period March to June; these changes have been concentrated in the sales of non-food shops while sales by food shops have changed little this year.

In the three months August to October the volume of total trade was 1 per cent higher than in the previous three months. However, the average level of sales during the first ten months of 1977 was still about 2½ per cent below the annual average for 1976.

For the main components of total trade, the volume of sales by clothing and footwear shops in the August to October period was 3 per cent higher than in the previous three months. Sales by durable goods shops and by 'other non-food' shops, which include department stores and mail-order businesses, both rose by 2 per cent. Sales by food shops fell slightly between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in October was 13

Table 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15 895)	Food shops (6 693)	Non-food shops Total (9 202)	Clothing and footwear shops (2 314)	Durable goods shops (1 801)	Other non-food shops [2] (5 087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1975	107.9	99.3	114.2	108	121	115
1976	108.1	99.1	114.6	108	124	114
1975						
1st qtr	111.1	100.8	118.6	112	129	118
2nd	109.2	99.0	116.6	108	130	116
3rd	105.4	98.1	110.6	107	111	112
4th	105.7	99.1	110.4	105	113	112
1976						
1st qtr	107.3	99.3	113.0	107	119	114
2nd	107.6	99.8	113.3	107	122	113
3rd	108.9	99.0	116.1	108	128	115
4th	108.5	98.2	116.0	108	128	115
1977						
1st qtr	105.0	94.9	112.3	108	118	113
2nd	103.9	95.3	110.0	103	119	110
3rd	106.8	94.8	115.5	110	125	115
1976						
October	108.1	98.0	115.4	107	129	115
November	109.2	97.9	117.4	108	130	117
December [1]	108.3	98.6	115.4	108	127	115
1977						
January	106.7	94.2	115.8	113	123	115
February	105.7	95.5	113.1	107	120	113
March [1]	103.1	95.0	109.0	104	111	111
April	103.4	94.6	109.8	102	121	109
May	104.4	95.8	110.6	105	116	111
June [1]	103.8	95.5	109.8	101	119	111
July	107.0	94.3	116.3	110	129	115
August	107.2	94.9	116.1	113	122	116
September [1]	106.2	95.0	114.4	108	125	114
October	105.4	94.7	113.1	105	124	113
1977						
May-July	105.0	95.2	112.0	105	121	112
1977						
August-October	106.3	94.9	114.5	108	124	114
Percentage increase	1.2	−0.3	2.2	3	2	2

[1] Five-week period. [2] Including department stores and mail-order businesses.

Table 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15 895)	Food shops (6 693)	Non-food shops Total (9 202)	Clothing and footwear shops (2 314)	Durable goods shops (1 801)	Other non-food shops [2] (5 087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1975	174.5	174.6	174.4	172	166	178
1976	200.3	204.4	197.3	190	186	205
1975						
1st qtr	166.0	162.3	168.6	171	162	170
2nd	174.2	172.7	175.3	169	178	177
3rd	176.7	178.9	175.0	174	161	181
4th	181.7	185.5	178.9	173	165	186
1976						
1st qtr	190.3	193.0	188.4	182	186	195
2nd	195.1	199.8	191.8	186	180	199
3rd	203.8	207.6	201.1	194	190	208
4th	211.9	217.3	208.0	199	197	216
1977						
1st qtr	217.1	222.4	213.2	207	190	224
2nd	221.6	230.1	215.6	203	196	228
3rd	235.7	239.4	233.1	225	213	244
1976						
October	207.7	212.3	204.3	195	196	212
November	212.9	217.5	209.6	198	199	218
December [1]	214.5	221.3	209.6	202	195	218
1977						
January	217.6	218.6	216.9	214	196	226
February	218.1	224.3	213.6	206	194	224
March [1]	215.8	224.0	209.8	204	182	222
April	219.5	226.0	214.8	200	201	226
May	221.8	229.8	216.0	207	193	228
June [1]	223.2	233.5	215.8	202	195	229
July	232.8	236.4	230.2	223	212	240
August	237.6	240.4	235.5	232	208	247
September [1]	236.6	240.9	233.5	222	217	245
October	234.4	239.3	230.8	217	213	243
1977						
May-July	225.7	233.3	220.3	210	200	232
1977						
August-October	236.2	240.3	233.3	224	213	245
Percentage increase	4.7	3.0	5.9	7	7	5

[1] Five-week period. [2] Including department stores and mail-order businesses.

per cent higher than in October 1976. In the first ten months of 1977, the average value of sales was 14 per cent higher than in the corresponding period of 1976.

The indices for all shops, food shops, and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months, but month-to-month fluctuations may sometimes make it preferable to average two months or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked [1] which are of five weeks. The October 1977 sales period was the four weeks from 2 October 1977 to 29 October 1977. The corresponding period in 1976 was the four weeks from 3 October 1976 to 30 October 1976.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

Within the total, sales are analysed by 'kinds of business'; ie the statistics are of sales by particular kinds of shop rather than of sales of particular commodities. For example, while sales by shops classified as food shops are mainly of food, many of them also sell other goods. Similarly, some food is sold by shops classified to other kinds of business.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays (including the extra jubilee bank holiday) and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The article giving the *provisional* estimate of the seasonally adjusted index of the volume of retail sales for November and the increase in the value of sales compared with a year earlier will be published later this month.

Inquiries: 01-215 3705.

Hire purchase and other instalment credit business in October

New instalment credit totalling £386 million was advanced by finance houses and retailers in October, after allowing for seasonal factors. Within this total, both finance houses' and retailers' lending showed a decrease compared with August and September. In the latest three-month period, August to October 1977, total advances were 13 per cent up on the previous three months, May to July. Finance houses' lending increased by 12 per cent between these two periods and retailers' lending by 13 per cent.

The average weekly value of retailers' instalment credit sales in October was lower than in the two preceding months. In the latest three months, average sales were 13 per cent higher than in the preceding three months. Within the total, durable goods shops' sales increased by 5 per cent, department stores' sales by 17 per cent and other instalment credit retailers' sales (mainly mail-order business) by 15 per cent.

The whole of the £35 million increase in debt outstanding in October related to finance houses, bringing the total increase for finance houses and retailers in the three months August to October to £180 million, compared with £133 million in the three months May to July. Amounts outstanding to finance houses increased by £146 million and those to retailers by £34 million during the latest three-month period. At the end of October the total amount outstanding to finance houses and retailers was £3,113 million (not seasonally adjusted), 24 per cent more than a year earlier.

Inquiries: Departments of Trade, Industry, and Prices and Consumer Protection, Economics and Statistics Division 6a, Room 349, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3162.

Table 1 Hire purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses [1]		Retailers [2]	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2 053	240	990	165	1 063	75
1972	2 497	424	1 222	296	1 275	128
1973	2 871	438	1 453	332	1 418	106
1974	2 517	−155	1 037	−160	1 480	5
1975	2 992	−10	1 201	−55	1 791	45
1976	3 610	342	1 535	202	2 075	140
1975						
1st qtr	713	−8	284	−9	429	1
2nd	757	12	307	−13	450	25
3rd	750	−5	304	−18	446	13
4th	772	−9	306	−15	466	6
1976						
1st qtr	842	40	340	4	502	36
2nd	873	76	382	56	491	20
3rd	917	105	393	59	524	46
4th	978	121	420	83	558	38
1977						
1st qtr	1 017	143	460	87	557	56
2nd	1 057	134	489	122	568	12
3rd	1 182	191	547	152	635	39
1977						
February	342	50	157	33	185	17
March	351	50	168	41	183	9
April	349	47	154	41	195	6
May	358	40	171	46	187	−6
June	350	47	164	35	186	12
July	363	46	163	41	200	5
August	417	82	201	66	216	16
September	402	63	183	45	219	18
October	386	35	173	35	213	—
1977						
May-July	1 071	133	498	122	573	11
August-October	1 205	180	557	146	648	34
Percentage increase	13		12		13	

[1] Direct business only: ie excluding agreements block discounted with finance houses by retailers. [2] Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to table 2.

Table 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total [1]	Durable goods shops	Department stores	Other instalment credit retailers [2]
(HP and other instalment credit sales in 1966 £ million[3])	(862)	(327)	(46)	(489)
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1975	218	161	231	254
1976	252	194	257	292
1975				
1st qtr	208	153	228	244
2nd	220	174	223	250
3rd	217	157	229	257
4th	226	163	242	267
1976				
1st qtr	243	189	263	277
2nd	239	187	227	275
3rd	257	196	259	297
4th	272	202	279	317
1977				
1st qtr	272	188	274	327
2nd	279	192	240	341
3rd	312	211	289	382
1977				
February	270	186	270	326
March[4]	270	186	272	326
April	287	194	229	355
May	276	189	231	339
June [4]	274	193	257	330
July	295	212	272	353
August	318	204	269	399
September [4]	321	215	319	392
October	312	204	298	386
1977				
May-July av.	281	198	254	340
August-October av.	317	208	297	392
Percentage increase	13	5	17	15

[1] Durable goods shops, department stores and 'other instalment credit retailers'. [2] General stores (other than department stores), general mail-order houses and co-operative societies' non-durable goods departments. [3] Excluding sales against checks issued by other organisations. [4] The monthly periods for retailers consists of four weeks except those marked [4] which are of five weeks. The period covered by October 1977 sales was the four weeks from 2 October 1977 to 29 October 1977. The corresponding period in 1976 was from 3 October 1976 to 30 October 1976.

Machine tool orders at highest level since December 1974

Metal-working machine tool sales and orders in August

Orders for metal-working machine tools at the end of August stood at £264 million – a 30 per cent increase on last year's figures and the highest level at current values since December 1974.

Provisional statistics for metal-working tools for the months up to and including August show that the level of sales, in current value terms, is still well above that of last year, but there has been little if any growth in real terms. The volume of new business received both at home and abroad has continued to exceed that of total deliveries since the beginning of 1977; as a result the strong growth of the order books, apparent since January 1977, is being maintained and at £264 million total orders outstanding represent an increase of 30 per cent over last year's level. Although price increases account for over half of this rise there has also been a substantial increase in volume terms.

The estimate for employment shows that the industry has again taken on a further 200 employees for the month of August.

Recent trends

Figures for the first eight months of 1977 show that the sales in the three months to August fell, in current value terms, by 5 per cent compared with the previous three months. Home sales currently running at a three-monthly rate of £57 million fell by 6 per cent but were in excess of the average of last year by 21 per cent. Overall total sales for the three months to August 1977 were 16 per cent higher than the same period in 1976, in current value terms, this was slightly less than the increase in prices. Sales to the export market fell by 4 per cent compared with the previous three months, but show a moderate increase of 7 per cent over a year ago.

The intake of total new orders (net of cancellations) in the most recent three months of this year, although slightly lower than the previous three months by 7 per cent, was 26 per cent more than the same period last year, representing a significant increase in the inflow of new business. At £113 million, total new orders received for the three months to August 1977 were in excess of total deliveries made for the same period by 25 per cent and order books are continuing to build up. New orders received for the home market levelled off at £73 million, in current value terms, but show an increase of 36 per cent over the same period in 1976 and are currently well above the recent level of sales. New orders from abroad, however, have not maintained the very strong rate of inflow earlier this year. Although export orders fell by 14 per cent over the previous three months, the decrease may simply reflect a temporary seasonal effect.

Since the levels of new orders received from both home and export markets have remained markedly and consistently higher than the levels of deliveries since the beginning of this year, order books have continued to increase and by August had reached the highest level since December 1974. At £264 million, total orders outstanding at the end of August 1977 were 10 per cent higher than three months previously in current value terms, and 30 per cent higher than the same period in 1976.

Within this total, orders outstanding for the home market show an increase of 14 per cent over the previous three months whilst export orders increased by 5 per cent. Both sectors, however, have increased by approximately 30 per cent over the same period last year. In terms of current activity, the value of total orders outstanding is estimated to represent about eight months work in hand, though some manufacturers will have fuller order books, while for others the shortage of orders is still a matter of concern.

Employment

Table 2 includes an estimate of the employment of the industry covered by this article, ie the part of MLH 332 concerned with metal-cutting and metal-forming machine tools, but excluding welding equipment. The estimate for August at 50 400 shows that the industry has taken on a further 200 employees, which is the normal seasonal change for the month.

Adjustment of estimates

The monthly estimates up to and including March 1977 have been adjusted to be consistent with the more comprehensive quarterly inquiry recently published, and the latest provisional estimates will be revised when the appropriate information becomes available. Net new orders and orders-on-hand have been adjusted to the same basis of coverage and valuation as sales.

The monthly statistics will be published in the Business Monitor PM 332, and full details of the quarterly inquiry will be published in the Business Monitor PQ 332.

Inquiries on the published series should be addressed to Department of Industry, Mechanical Engineering Statistics, Room 614, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0651.

Table 1 Metal-working machine tools: orders and sales £ million

	Sales			Orders outstanding[1]			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.5	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	312.9	164.1	148.8	347.9	191.9	156.0
1975	325.4	186.4	139.0	229.8	117.6	112.2	246.8	144.7	102.1
1976 r	353.3	207.3	146.0	201.3	102.6	98.7	324.8	192.3	132.5
1976									
1st qtr r	94.8	50.6	44.2	197.0	100.7	96.3	62.0	33.7	28.3
2nd r	82.0	46.8	35.2	192.4	102.6	89.8	77.4	48.7	28.7
3rd r	77.3	47.2	30.1	205.8	110.6	95.2	90.7	55.2	35.5
4th r	99.2	62.7	36.5	201.3	102.6	98.7	94.7	54.7	40.0
1977									
1st qtr r	98.1	62.4	35.7	222.3	106.9	115.4	119.1	66.6	52.5
2nd p	91.2	56.2	35.0	255.5	135.4	120.1	124.4	84.7	39.7
1976									
Apr r	25.6	15.9	9.7	202.9	106.8	96.1	31.5	22.0	9.5
May r	28.2	14.4	13.8	192.1	99.3	92.8	17.4	6.9	10.5
Jun r	28.2	16.5	11.7	192.4	102.6	89.8	28.5	19.8	8.7
Jul r	25.5	15.2	10.3	189.6	105.8	83.8	22.7	18.4	4.3
Aug r	24.1	14.9	9.2	204.2	106.5	97.7	38.7	15.6	23.1
Sep r	27.7	17.1	10.6	205.8	110.6	95.2	29.3	21.2	8.1
Oct r	31.8	18.7	13.1	204.2	112.1	92.1	30.2	20.2	10.0
Nov r	32.0	22.0	10.0	206.4	111.0	95.4	34.2	20.9	13.3
Dec r	35.4	22.0	13.4	201.3	102.6	98.7	30.3	13.6	16.7
1977									
Jan r	33.9	21.0	12.9	208.2	102.0	106.2	40.8	20.4	20.4
Feb r	30.1	19.1	11.0	214.6	106.8	107.8	36.5	23.9	12.6
Mar r	34.1	22.2	11.9	222.3	106.9	115.4	41.8	22.3	19.5
Apr p	28.2	17.6	10.6	229.9	111.6	118.3	35.8	22.3	13.5
May p	32.5	20.4	12.1	241.6	122.1	119.5	44.2	30.9	13.3
Jun p	30.5	18.2	12.3	255.5	135.4	120.1	44.4	31.5	12.9
Jul p	29.2	19.3	9.9	262.9	137.5	125.4	36.6	21.4	15.2
Aug p	30.2	19.1	11.1	264.6	138.6	126.0	31.9	20.2	11.7
Three-monthly totals:									
Jun-Aug 1977	89.9	56.6	33.3	264.6	138.6	126.0	112.9	73.1	39.8
Mar-May 1977	94.8	60.2	34.6	241.6	122.1	119.5	121.8	75.5	46.3
Jun-Aug 1976	77.8	46.6	31.2	204.2	106.5	97.7	89.9	53.8	36.1
Percentage change latest three months on:									
1 Previous 3 months	−5	−6	−4	+10	+14	+5	−7	−3	−14
2 A year earlier	+16	+21	+7	+30	+30	+29	+26	+36	+10

[1] The values for orders outstanding relate to the ends of the periods shown. p Provisional. r Revised.

Table 2 Metal-working machine tools: employment

Thousands

1974		**1976**	
1st qtr	52.9	1st qtr p	49.6
2nd	53.2	2nd p	49.4
3rd	54.4	3rd p	49.5
4th	54.4	4th p	49.7
1975		**1977**	
1st qtr	54.0	1st qtr	50.0
2nd	53.0	2nd	50.1
3rd	52.2	July r	50.2
4th p	50.6	Aug p	50.4

Man-made fibres: deliveries in third quarter, production in September and analysis of production in third quarter

Deliveries of staple fibre [1]

Thousand metric tonnes

	Total	Home					Exports [2]
		Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	
1968	282.4	173.1	52.3	58.2	26.3	36.3	109.3
1969	299.3	169.2	51.1	51.5	28.0	38.6	130.1
1970	329.4	191.4	57.6	57.1	31.5	45.2	138.1
1971	338.7	185.9	59.6	50.1	29.3	46.9	152.9
	Total	Home				Other systems and sundries	Exports [2]
		Total	Cotton spinning	Wool spinning			
1972	363.9	186.4	49.5	33.4		103.5	177.5
1973	434.8	235.4	62.8	56.0		116.7	199.4
1974	346.1	190.4	51.4	51.1		87.9	155.7
1975	283.2	158.8	39.4	50.1		69.3	124.4
1976	351.3	184.6	47.0	53.0		84.6	166.7
1975							
1st qtr	72.8	36.5	8.6	12.2		15.7	36.3
2nd	75.8	43.6	10.4	14.0		19.2	32.2
3rd	58.3	36.1	9.5	9.9		16.7	22.2
4th	76.4	42.6	10.9	13.9		17.7	33.8
1976							
1st qtr	83.2	44.4	11.5	12.5		20.5	38.8
2nd	86.7	46.7	11.9	13.0		21.8	40.0
3rd	78.4	41.3	10.8	12.9		17.5	37.1
4th	103.1	52.2	12.8	14.7		24.7	50.9
1977							
1st qtr	105.0	48.7	12.5	13.1		23.1	56.3
2nd	84.1	43.4	11.1	12.6		19.7	40.7
3rd	78.2	37.2	7.6	10.5		19.1	41.0

[1] The classification of end uses was revised in January 1972, and the figures for deliveries to individual industries from the first quarter 1972 are not comparable with those for earlier years. [2] The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly Overseas Trade Statistics.

Deliveries of continuous filament yarns [1]

Thousand metric tonnes

	Total	Home							Exports as yarn [2]
		Total	Broad weaving	Carpets and rugs	Weft knitting	Warp knitting	Industrial purposes (tyres, etc)	Other purposes	
1968	238.4	188.9	35.3	4.7	54.9	32.0	52.2	9.8	49.4
1969	242.7	193.6	33.7	5.5	51.9	35.3	58.8	8.4	49.1
1970	254.8	198.1	28.2	7.1	63.7	38.0	53.3	7.8	56.7
1971	261.4	198.7	25.3	8.7	69.9	41.4	43.5	9.9	62.7
	Total	Home						Textured or texturing for all purposes other than carpets or industrial	Exports as yarn [2]
		Total	Broad weaving	Carpets and rugs	Warp knitting	Industrial purposes (tyres, etc)	Other purposes		
1972	270.1	198.7	25.1	13.4	40.4	40.8	10.0	69.0	71.4
1973	313.6	227.5	25.8	19.4	46.6	45.4	13.0	77.4	86.1
1974	259.4	188.6	22.3	14.1	35.8	35.1	11.9	69.3	70.8
1975	246.9	185.8	21.7	17.3	33.1	35.4	10.5	67.8	61.1
1976	271.2	192.4	19.5	22.2	31.1	38.3	14.8	66.6	78.8
1975									
1st qtr	58.1	43.8	5.3	3.6	7.9	9.1	2.0	15.9	14.4
2nd	62.7	48.2	6.3	4.3	8.6	9.2	2.5	17.3	14.6
3rd	57.5	43.5	4.8	3.7	8.0	8.1	2.8	16.2	14.0
4th	68.6	50.3	5.3	5.8	8.6	9.0	3.1	18.4	18.2
1976									
1st qtr	71.4	50.7	5.0	5.9	9.1	10.5	3.7	16.6	20.6
2nd	66.6	46.7	4.9	4.8	7.5	9.3	3.4	16.7	19.9
3rd	62.5	43.5	4.4	5.2	6.7	8.5	3.3	15.5	19.0
4th	70.7	51.4	5.2	6.3	7.8	10.0	4.4	17.8	19.3
1977									
1st qtr	64.9	45.9	5.2	5.2	7.5	9.4	3.1	15.5	19.1
2nd	60.3	41.7	4.8	3.7	6.6	9.2	2.7	14.7	18.6
3rd	54.7	37.9	4.3	3.3	5.5	8.4	2.2	14.2	16.8

[1] The classification of end uses was revised in January 1968 and the figures for deliveries to individual industries 1968 to 1971 might not be fully comparable with those for earlier years. From January 1972 a further reclassification was introduced: deliveries of textured yarns and yarns for texturing, which were previously included in the figures for individual industries, are shown separately from the first quarter 1972. [2] The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly Overseas Trade Statistics.
Source: Man-made Fibres Producers Committee.

Inquiries: 01-212 0017 or 01-212 6474.

Deliveries of man-made fibres in the third quarter

Total deliveries of man-made fibres in the third quarter of 1977 were 6 per cent less than in the third quarter of 1976. Deliveries of continuous filament yarns to the home trade were 13 per cent less than in the third quarter of 1976, while deliveries of staple fibre were 10 per cent less.

Inquiries: 01-212 0017 or 01-212 6474.

Production of man-made fibres in September

In the three months ended September 1977 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 8 per cent less than in the three months ended June 1977. Total production by weight of man-made fibres in January-September 1977 was 5 per cent lower than in January-September 1976; output of con-

Man-made fibre production

Thousand metric tonnes

	Total	Continuous filament (singles)	Staple fibre
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1973	730.8	305.6	425.3
1974	627.6	271.0	356.6
1975	562.5	246.5	316.0
1976	618.4	270.7	347.7
1975			
1st qtr	129.1	56.4	72.7
2nd	148.8	61.9	86.9
3rd	134.1	58.5	75.7
4th	150.4	69.7	80.7
1976			
1st qtr	159.8	70.0	89.8
2nd	157.5	69.7	87.7
3rd	140.4	62.4	78.0
4th	160.7	68.6	92.1
1977			
1st qtr	154.9	67.2	87.7
2nd	150.8	63.9	86.8
3rd	131.0	55.2	75.8
1976			
January	53.3	24.1	29.2
February	52.3	22.6	29.7
March	54.1	23.2	30.9
April	53.1	22.1	31.0
May	53.6	23.9	28.6
June	51.8	23.7	28.0
July	46.7	21.1	25.6
August	43.8	19.5	24.3
September	49.9	21.8	28.1
October	53.0	22.7	30.3
November	54.3	23.3	31.0
December	53.4	22.6	30.8
1977			
January	49.1	20.9	28.2
February	50.3	21.8	28.5
March	55.5	24.5	31.0
April	52.3	20.8	31.5
May	47.7	21.5	26.2
June	50.8	21.7	29.2
July	49.5	20.8	28.7
August	37.6	16.0	21.6
September	43.9	18.4	25.5

Source: Production stats: Man-made Fibres Producers Committee. Index of production: Department of Industry.

tinuous filament decreased by 8 per cent and staple fibre decreased by 2 per cent.

Index of the volume of production

1970 = 100

1968	87
1969	92
1970	100
1971	106
1972	107
1973	127
1974	111
1975	101
1976	112

	Actual	Seasonally adjusted
1975		
1st qtr	92	92
2nd	104	101
3rd	96	101
4th	112	109
1976		
1st qtr	116	115
2nd	115	112
3rd	104	110
4th	115	113
1977		
1st qtr	114	114
2nd	108	105
3rd	92	97
1976		
January	116	120
February	118	115
March	113	111
April	115	109
May	114	112
June	117	115
July	105	109
August	96	109
September	111	111
October	113	103
November	120	116
December	113	119
1977		
January	106	110
February	118	115
March	118	117
April	111	104
May	103	101
June	112	110
July	100	105
August	80	92
September	94	95

Inquiries: 01-212 0017 or 01-212 6474.

Analysis of production of man-made fibres in the third quarter

Production by weight of synthetic fibres in the third quarter of 1977 was 15 per cent lower than in the corresponding period of 1976 while production of viscose and acetate fibres was 13 per cent higher. Within the total for synthetic fibres, production of continuous filament yarns was 11 per cent less and staple fibre 19 per cent less. Under the heading 'viscose and acetate' production of continuous filament yarns decreased by 12 per cent and staple fibre increased by 29 per cent compared with the third quarter 1976.
Inquiries: 01-212 0017 or 01-212 6474.

Index to statistics

An index to statistics published regularly in *Trade and Industry* appears each week at the end of the statistics section.

Wholesale textile houses: sales and stocks in September

Sales by wholesale textile houses in September showed an increase of 3 per cent on a year earlier, compared with an increase of 3 per cent in July and an increase of 4 per cent in August.

The value of stocks at the end of September showed an increase of 5 per cent compared with the same period last year.

Inquiries

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP, tel. 01-580 2902.

Table 1 Textiles: wholesale sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

		Value of home sales		Value of stocks end period	
1966		110	*−3*	..	..
1967		104	*−5*	..	..
1968		108	*4*	..	..
1969		103	*−5*	..	..
1970		107	*4*	..	..
1971		115	*8*	..	..
1972		121	*5*	..	..
1973		134	*11*	..	..
1974		147	*9*	..	..
1975		147	*1*	..	..
1976		146	*−1*	..	..
1974	1st quarter	134	*12*	189	*3*
	2nd quarter	131	*7*	202	*18*
	3rd quarter	148	*13*	194	*12*
	4th quarter	173	*6*	198	*−3*
1975	1st quarter	143	*7*	219	*16*
	2nd quarter	135	*3*	197	*−2*
	3rd quarter	146	*−1*	193	*−1*
	4th quarter	165	*−5*	224	*13*
1976	1st quarter	133	*−8*	234	*7*
	2nd quarter	127	*−6*	212	*8*
	3rd quarter	149	*2*	204	*6*
	4th quarter	176	*8*	228	*2*
1977	1st quarter	140	*5*	252	*7*
	2nd quarter	125	*−2*	224	*6*
	3rd quarter	153	*3*	214	*5*
1976	September	194	*4*	204	*6*
	October	184	*−4*	208	*6*
	November	169	*−13*	229	*−1*
	December	175	*15*	228	*2*
1977	January	85	*−1*	221	*4*
	February	148	*8*	248	*9*
	March	186	*7*	252	*7*
	April	139	*2*	228	*10*
	May	129	*1*	242	*11*
	June	108	*−9*	224	*6*
	July	119	*3*	239	*8*
	August	142	*4*	227	*5*
	September	199	*3*	214	*5*

Table 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks [1]
	Sep 1977	Jan-Sep 1977	Sep 1977
Women's knitted outerwear, blouses and skirts	3	9	51
Women's coats, costumes, furs and raincoats	12	−10	29
Women's underwear	−5	4	19
Women's hose and children's socks	9	14	−4
Women's millinery	−1	−8	−8
Haberdashery, ribbons and wool	8	14	1
Children's wear	−5	4	8
Men's and boys' shirts, pyjamas and outfitting	4	1	3
Gloves	17	12	15
Piece-goods and nets	−21	−16	−33
Household textiles	1	12	4
Floor coverings, furniture and hardware	4	−1	−7
Boots and shoes	−15	9	−18
Total [2]	3	2	5

[1] Including some items not included among the subheadings. [2] Values at cost.

Analysis of man-made fibre production

Thousand metric tons

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1968	268.4	270.8	144.3	97.5	124.1	173.3
1969	291.4	262.5	155.9	96.6	135.5	166.0
1970	336.9	262.5	166.6	90.9	170.3	161.6
1971	357.3	255.7	191.2	85.2	166.1	170.6
1972	373.9	252.6	196.4	67.6	177.5	185.0
1973	453.9	277.0	233.0	72.6	220.9	204.4
1974	396.1	231.5	200.3	70.7	195.8	160.8
1975	361.1	201.4	184.0	62.5	177.1	138.9
1976	414.2	204.2	200.1	70.6	214.1	133.6
1975						
1st qtr	78.3	50.8	41.7	14.7	36.6	36.1
2nd	93.5	55.3	45.9	16.0	47.6	39.3
3rd	87.2	46.9	43.6	14.9	43.6	32.0
4th	102.1	48.3	52.8	16.9	49.2	31.4
1976						
1st qtr	104.2	55.6	52.0	18.0	52.2	37.6
2nd	105.1	52.4	52.0	17.7	53.1	34.7
3rd	97.8	42.6	46.2	16.2	51.6	26.4
4th	107.2	53.5	49.9	18.6	57.3	34.8
1977						
1st qtr	102.7	52.2	49.3	17.9	53.4	34.3
2nd	98.9	51.9	47.8	16.1	51.1	35.8
3rd	82.7	48.3	40.9	14.3	41.8	34.0

The heading 'Viscose + acetate' includes triacetate.

Over 7m foreign arrivals in eight months: 24 per cent more than last year

In the first eight months of the year, foreign visitors arriving in the UK totalled 7 149 000 – a 24 per cent increase over the 5 785 000 in the same months last year. The July figure of 1 645 000 was a monthly record.

During July and August 1977, the numbers of foreign visitors, including all travellers from the EEC countries who arrived in the United Kingdom, were 1 645 000 and 1 217 000 respectively, according to figures released by the Department of Trade and the British Tourist Authority this week. The figures which exclude visitors from the Irish Republic and Commonwealth citizens, represents an increase of 23 per cent for July, and a more modest 14 per cent for August, over the same months of 1976. Arrivals for the first eight months of 1977 increased by 24 per cent from 5 785 000 in 1976 to 7 149 000 in 1977. These are record figures for these two months of the year, and the peak July figure was a record for any individual month. The August result could have been slightly affected by travel difficulties.

Arrivals from EEC countries in July were 927 000, 24 per cent more than the figure for July 1976. This was accounted for by large increases from Denmark (38 per cent), Italy (31 per cent), and Belgium/Luxembourg (30 per cent). In addition, arrivals from the Netherlands, Germany and France, increased by 28 per cent, 26 per cent and 12 per cent respectively.

Arrivals from EEC countries in August were 669 000, 13 per cent more than the same month of the previous year. Largest increases were from Denmark and Germany, with 25 per cent and 22 per cent respectively. These were followed by Belgium/Luxembourg (20 per cent), Netherlands (12 per cent), Italy (9 per cent), France (5 per cent). During the first eight months of the year, arrivals from the EEC countries were 3 909 000, 22 per cent above the same period in 1976.

Visitors from the rest of western Europe increased by 25 per cent during July to 270 000, and by 10 per cent during August, to 155 000, compared with the previous year. Arrivals for the first eight months of the year increased by 31 per cent to 1 143 000. Largest increases were from Turkey (up 46 per cent in July and 22 per cent in August) and Sweden (up 42 per cent in July and 16 per cent in August). Nearly all of the other countries also showed substantial increases.

The number of visitors from the rest of the world increased by 21 per cent in July (to 447 000) and by 16 per cent in August (to 393 000) over the equivalent months in 1976. The increase for the first eight months of the year was 23 per cent.

Visitors from the United States increased by 20 per cent in July to 245 000 and by 13 per cent in August to 212 000, compared with the same months last year. The year-on-year percentage increase for August was in fact the lowest for any month for about 1½ years although the total of arrivals for the month was a record figure for that month. During the first eight months of the year arrivals from the USA were 23 per cent higher than for the same period in 1976.

The number of visitors from Japan was 22 per cent greater in July than July of the previous year, although the August 1977 figure was only 11 per cent greater. Overall for the first eight months of the year visitors from Japan increased by 11 per cent.

Foreign arrivals

Thousands per month

	Total arrivals from EEC countries (excluding Irish Republic)		Foreign visitors from non-EEC countries: Rest of western Europe (non-EEC)		United States		Other foreign countries		Total non-EEC countries	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
1973	265		70		131		62		263	
1974	280		75		107		68		250	
1975	314		87		99		80		267	
1976	379		113		121 r		89		322	
1976	**UA**	**SA**	**UA**	**SA**	**UA**	**SA**	**UA**	**SA**	**UA**	**SA**
January	176	324	54	98	53	113	55	83	163	294
February	172	343	56	99	46	121	56	107	158	327
March	293	358	73	104	70	108	66	80	209	292
April	387	353	112	100	99	115	66	83	276	298
May	402	374	90	98	141	121	78	82	308	301
June	426	380	132	102	174	117	101	87	406	306
July	749	375	217	105	204	114	166	94	587	313
August	592	368	141	108	187	124	151	92	479	326
September	364	360	114	108	191	132	112	82	417	322
October	367	417	128	130	124	128	81	83	334	341
November	315	450	127	154	85	128	68	100	280	382
December	304	444	107	145	75 r	127 r	71	98	244	363
1977										
January	224	435	84	151	68	144	66	100	217	395
February	260	495	89	156	56	147	61	116	206	419
March	355	412	113	154	85	131	85	103	283	388
April	495	456	149	160	123	143	79	99	352	402
May	490	456	125	140	181	154	94	99	400	393
June	489	438	157	120	231	156	128	110	516	386
July	927	465	270	129	245	137	202	114	717	380
August	669	416	155	120	212	145	181	111	548	376
Jan-Aug 1976	3 198		875		974		739		2 587	
Jan-Aug 1977	3 909		1 143		1 201		896		3 240	

Total arrivals All persons admitted, including long-stay and short-stay visitors from EEC countries.
Foreign visitors All persons entering for visits of under one year from non-EEC countries excluding Commonwealth countries.
UA Unadjusted. SA Seasonally adjusted. r Revised. Source: Home Office.

Notes

The figures in the table are limited to foreign nationals, excluding Commonwealth citizens and citizens of the Irish Republic.

For non-EEC countries visitors entering for a stay of under one year are shown while, for EEC countries, total arrivals are shown irrespective of their purpose of visit or length of stay. This follows the entry of the United Kingdom into the EEC, since when citizens of community countries are generally admitted to the United Kingdom without having to state their purpose of visit, or expected length of stay.

Seasonally adjusted figures: simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on numbers of western European visitors.

The seasonally adjusted series is liable to revision when subsequent figures become available and should therefore, for the most recent months, be viewed with caution.

Inquiries: 01-212 5555.

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

United Kingdom trade in the third quarter 1977

Section 1 : Recent movements in visible trade – balance of payments basis

Total trade and oil

see tables 1 and 2 and note 9

In the third quarter of 1977, there was a visible trade deficit of £50 million compared with £698 million in the previous quarter. Some £450 million of the massive improvement between the quarters reflected favourable movements in the more erratic elements of trade (ie North Sea installations, precious stones, aircraft and ships).

Total exports were valued at £8,439 million, 4½ per cent (£368 million) higher than in the previous quarters. Erratic factors were responsible for £80 million of this increase. The value of imports, at £8,489 million was 3 per cent (£280 million) below the level in the previous three months; erratic elements accounted for some £370 million of the fall, with North Sea oil installations, over four-fifths of this latter figure. Excluding North Sea installations imports were up marginally in value terms.

The reduction in the visible trade deficit between these quarters was mainly attributable to a 4½ per cent increase in the relative volume index as the export volume index rose by 2½ per cent compared with a 1½ per cent fall in the import volume index. The rise in export volume in the third quarter followed a sharp increase in the second quarter. The fall in import volume wholly resulted from favourable movements in North Sea installation arrivals. Excluding these, import volume was up by 1½ per cent. During 1977 the underlying trend in import volume has been broadly flat. In the first nine months of 1977 the export volume of manufactured goods was 9½ per cent higher than in the same period a year earlier. This is likely to have been substantially faster than the rate of growth of world trade in this period.

With increasing North Sea oil production, exports of crude oil continue to rise sharply, while oil imports fell further to 16.0 million tons in the third quarter, the lowest quarterly volume level of the decade. Crude oil exports rose to £300 million, an increase of 26 per cent on the second quarter level and crude oil imports were valued at £882 million, a fall of 9½ per cent. Trade in petroleum products as a whole was in deficit in the third quarter by £587 million, compared with a deficit of £725 million in the previous quarter. In each quarter since the third quarter of 1976, the visible balance on oil has improved.

The export unit value index increased by 2½ per cent between the second and third quarters while the import unit value index was up by only 1 per cent; the terms of trade index rose by 1½ per cent. There has been a slow down in the unit value movements since the beginning of the year reflecting the stability of sterling since the late autumn of 1976.

Area analysis

see table 3

In the third quarter of 1977, although the deficit of our visible balance with the EEC worsened to £416 million, this was still well below the average quarterly deficit of the past three years. In this quarter, there was a surplus of £271 million in our visible trade with the rest of western Europe. Since the first quarter of 1975, the UK has generally been in surplus with this area except in quarters including high deliveries of North Sea installations; for example the second quarter of 1977.

The third quarter deficit of £182 million with north America was some reduction on the high deficits in the previous four quarters. The deficit in trade with other developed

Table 1 Total trade: value, volume and unit value indices

Seasonally adjusted except unit values. Balance of payments basis

				Unit value indices (not seasonally adjusted)			Volume indices		
	Exports fob	Imports fob	Visible balance	Exports	Imports	Terms of trade[1]	Exports	Imports	Relative volume index[2]
	£m	£m	£m	1970 = 100	1970 = 100	1970 = 100	1970 = 100	1970 = 100	1970 = 100
1970	8 121	8 146	−25	100.0	100.0	100.0	100.0	100.0	100.0
1971	9 061	8 781	+280	105.6	104.7	100.9	106.7	104.2	102.4
1972	9 449	10 151	−702	111.1	109.7	101.3	107.1	116.7	91.8
1973	12 115	14 468	−2 353	126.0	139.9	90.1	122.2	133.8	91.3
1974	16 538	21 732	−5 194	162.7	217.2	74.9	132.0	136.4	96.8
1975	19 461	22 664	−3 203	198.5	246.1	80.7	126.1	126.5	99.7
1976	25 416	28 987	−3 571	240.6	300.3	80.1	136.6	134.3	101.7
1975									
1st qtr	4 664	5 608	−944	184.9	240.9	76.8	129.4	127.9	101.2
2nd	4 632	5 289	−657	193.4	241.5	80.1	123.2	122.0	101.0
3rd	4 828	5 802	−974	202.2	247.5	81.7	121.8	128.4	94.9
4th	5 337	5 965	−628	210.1	260.9	80.5	130.2	127.5	102.1
1976									
1st qtr	5 642	6 180	−538	219.0	269.1	81.4	132.2	126.2	104.8
2nd	6 242	7 149	−907	234.2	292.6	80.0	137.8	134.7	102.3
3rd	6 429	7 573	−1 144	247.4	308.2	80.3	134.9	138.0	97.8
4th	7 103	8 085	−982	261.7	331.0	79.1	141.5	138.2	102.4
1977									
1st qtr	7 472	8 402	−930	274.5	341.4	80.4	141.9	142.4	99.6
2nd	8 071	8 769	−698	280.9	350.7	80.1	149.9	144.4	103.8
3rd	8 439	8 489	−50	288.4	353.6	81.5	153.7	141.9	108.3
Percentage change Q3/Q2	+4½	−3		+2½	+1	+1½	+2½	−1½	+4½

[1] Export unit value index as percentage of the import unit value index. [2] Export volume index as percentage of the Import volume index.

Table 2 Trade in oil [1]

Seasonally adjusted. Balance of payments basis

		Imports					Exports		
	Balance of visible trade	Total	Crude oil			Rest of division	Total	Crude oil[2]	Rest of division
	£m fob	£m fob	£m fob	Million tons	Average value per ton £ fob	£m fob	£m fob	£m fob	£m fob
1970	−484	660	450	100.4	4.5	210	176	8	168
1971	−650	862	643	105.6	6.1	219	212	10	202
1972	−658	877	659	102.7	6.4	218	219	21	198
1973	−942	1 283	941	111.5	8.4	342	341	24	317
1974	−3 422	4 118	3 347	109.1	30.7	771	696	29	667
1975	−3 106	3 827	3 069	85.6	35.9	758	721	30	691
1976	−3 960	5 121	4 089	85.6	47.8	1 032	1 161	177	984
1975									
1st qtr	−774	948	758	22.2	34.3	190	174	7	167
2nd	−683	841	697	20.7	33.8	144	158	1	157
3rd	−784	976	800	22 4	35.6	176	192	6	186
4th	−865	1 062	814	20.3	40.2	248	197	16	181
1976									
1st qtr	−960	1 178	928	21.4	43.4	250	218	18	200
2nd	−957	1 217	955	20.5	46.5	262	260	24	236
3rd	−1 041	1 354	1 079	21.8	49.6	275	313	45	268
4th	−1 002	1 372	1 127	21.9	51.9	245	370	90	280
1977									
1st qtr	−816	1 268	1 011	18.8	53.8	257	452	163	289
2nd	−725	1 236	973	17.6	55.2	263	511	239	272
3rd	−587	1 153	882	16.0	55.1	271	566	300	266
Percentage change Q3/Q2		−6½	−9½	−9	—	+3	+11	+26	−2½

[1] Petroleum and petroleum products (division 33 of SITC (R)) – see note 7. [2] Not seasonally adjusted.

countries fell to £67 million in the third quarter. Despite this improvement our trading position with this area has deteriorated over the past year, mainly as a result of sluggish exports.

In contrast with strongly rising exports and declining imports, our balance of trade over this period with the oil exporting countries has markedly improved and in the third quarter the surplus rose to £279 million. Following a small deficit in the previous quarter, there was a surplus of £48 million on the visible balance with the rest of the world in the third quarter.

Section 2: Recent movements in exports and imports – overseas trade statistics basis

Commentary in this section relates to figures on an overseas trade statistics basis. The relationship between these figures and those on a balance of payments basis is shown in table 4, with the reasons for the differences explained in note 1.

The quarterly comparisons for some of the component series are affected by the inclusion in the July export figures, on an overseas trade statistics basis, of North Sea oil production installations valued at around £150 million, which are excluded from the figures on a balance of payments basis (see note 10). Where appropriate, the percentage movements of exports excluding North Sea installations are given in brackets so that the area and commodity analyses can be more readily considered in relation to the movements of total exports on a balance of payments basis.

Exports by area

see tables 5 and 6

In the third quarter of 1977 exports were valued at £8,638 million seasonally adjusted on an overseas trade statistics basis, 3½ per cent (2 per cent) more than in the second quarter. Deliveries to the developed and developing countries rose by 3½ per cent (1 per cent) and 4½ per cent respectively in the third quarter.

UK exports to the EEC in the third quarter rose by 2½ per cent to £3,129 million, following a substantial 10 per cent rise in the second quarter. Exports to the Netherlands, Belgium/Luxembourg and Italy each fell in the third quarter. The lower level of exports to the Netherlands reflected a falling back in shipments of dairy produce from the high level of the second quarter, while the reduction in deliveries to Belgium/Luxembourg was widespread among the various commodities (including diamonds). Exports to Italy fell by 3 per cent in the third quarter following a similar reduction in the previous quarter. Exports to Denmark rose by 1 per cent, including an increase in shipments of oil. Deliveries to West Germany, our largest market in the EEC, rose by 16 per cent also due mainly to crude oil exports. The increase of 14 per cent in exports to the Irish Republic was mainly due to a substantial rise in exports of live animals. Exports to France were valued at £562 million in the third quarter, a rise of 10 per cent, due to a general increase in most commodities.

UK exports to the rest of western Europe rose by 1½ per cent in the third quarter of 1977; however, the pattern of trade in the last two quarters has been affected by erratic factors. Deliveries to Switzerland fell by 31 per cent (mainly diamonds) in the third quarter to £292 million, following the 19 per cent rise of the second quarter. Shipments to Norway, valued at £315 million, were virtually double their second quarter level, almost wholly reflecting the movement of two oil production platforms for fitting-out. Exports to Sweden have fallen in each quarter this year, while deliveries to Finland increased by 3 per cent. The value of goods despatched to Spain was 4½ per cent lower.

UK exports to north America rose by 10 per cent to £1,047 million in the third quarter of 1977. Deliveries to the USA, still the UK's largest individual market, increased by 11 per cent. It is possible that some part of this rise may have reflected anticipation of the East Coast dock strike, which began on 1 October. Although there were increases in most of the commodity groups there were falls in deliveries of basic materials and chemicals. Exports of crude oil to this market, which can be erratic, rose very sharply after the second quarter's decline. Exports to Canada increased by 2 per cent to £181 million.

Deliveries to the other developed countries as a group increased by 5 per cent, taking the level of exports back to that of the first quarter of this year. Exports to New Zealand grew by 16 per cent, while the value of goods despatched to Japan and South Africa were each 12 per cent higher. Exports of passenger motor cars to Japan increased markedly in value in the latest quarter. The value of deliveries to Australia in the third quarter was £191 million, virtually unchanged since the first quarter of this year.

Shipments to the developing countries in the third quarter rose by 4½ per cent to

Table 3 Trade by area

Seasonally adjusted. Balance of payments basis — £ million

	EEC			Rest of W. Europe			North America			Other developed countries		
	Exports	Imports	Visible balance	Exports	Imports	Visible balance	Exports	Imports	Visible balance	Exports	Imports	Visible balance
1970	2 348	2 304	+44	1 392	1 213	+179	1 221	1 705	−484	974	825	+149
1971	2 512	2 697	−185	1 519	1 401	+118	1 416	1 587	−171	1 077	854	+223
1972	2 836	3 421	−585	1 604	1 641	−37	1 552	1 631	−79	931	1 085	−154
1973	3 943	5 124	−1 181	2 055	2 332	−277	1 872	2 150	−278	1 208	1 413	−205
1974	5 581	7 608	−2 027	2 755	3 106	−351	2 260	2 956	−696	1 721	1 620	+101
1975	6 273	8 676	−2 403	3 085	3 140	−55	2 297	2 956	−659	1 846	1 860	−14
1976	9 025	11 129	−2 104	3 990	3 994	−4	3 077	3 894	−817	1 940	1 930	+10
1975												
1st qtr	1 473	2 096	−623	773	763	+10	588	795	−207	483	436	+47
2nd	1 454	1 996	−542	732	713	+19	540	684	−144	454	483	−29
3rd	1 530	2 224	−694	777	896	−119	526	735	−209	443	454	−11
4th	1 816	2 360	−544	803	768	+35	643	742	−99	466	487	−21
1976												
1st qtr	1 934	2 360	−426	833	839	−6	686	810	−124	497	411	+86
2nd	2 215	2 828	−613	999	961	+38	766	951	−185	473	438	+35
3rd	2 295	2 790	−495	1 015	1 112	−97	791	1 049	−258	492	507	−15
4th	2 581	3 151	−570	1 143	1 082	+61	834	1 084	−250	478	574	−96
1977												
1st qtr	2 728	3 266	−538	1 216	1 147	+69	880	1 155	−275	533	585	−52
2nd	3 000	3 341	−341	1 228	1 340	−112	946	1 191	−245	511	662	−151
3rd	3 065	3 481	−416	1 275	1 004	+271	1 042	1 224	−182	534	601	−67
Percentage change Q3/Q2	+2	+4		+4	−25		+10	+3		+4½	−9	

Table 3 *continued*

£ million

	Oil exporting countries			Rest of world			Total – all areas		
	Exports	Imports	Visible balance	Exports	Imports	Visible balance	Exports	Imports	Visible balance
1970	474	587	−113	1 712	1 512	+200	8 121	8 146	−25
1971	580	768	−188	1 957	1 474	+483	9 061	8 781	+280
1972	637	768	−131	1 889	1 605	+284	9 449	10 151	−702
1973	791	1 120	−329	2 246	2 329	−83	12 115	14 468	−2 353
1974	1 223	3 440	−2217	2 998	3 002	−4	16 538	21 732	−5 194
1975	2 267	2 968	−701	3 693	3 064	+629	19 461	22 664	−3 203
1976	3 168	3 867	−699	4 216	4 173	+43	25 416	28 987	−3 571
1975									
1st qtr	476	759	−283	886	783	+103	4 664	5 608	−944
2nd	578	684	−106	869	689	+180	4 632	5 289	−657
3rd	593	771	−178	961	745	+216	4 828	5 802	−974
4th	620	754	−134	977	847	+130	5 337	5 965	−628
1976									
1st qtr	692	855	−163	1 015	939	+76	5 642	6 180	−538
2nd	753	883	−130	1 027	1 043	−16	6 242	7 149	−907
3rd	797	1 085	−288	1 047	1 053	−6	6 429	7 573	−1 144
4th	926	1 044	−118	1 127	1 138	−11	7 103	8 085	−982
1977									
1st qtr	1 003	946	+57	1 118	1 344	−226	7 472	8 402	−930
2nd	1 073	900	+173	1 276	1 283	−7	8 071	8 769	−698
3rd	1 117	838	+279	1 395	1 347	+48	8 439	8 489	−50
Percentage change Q3/Q2	+4	−7		+9½	+5		+4½	−3	

£2,173 million, less than half the rise in the second quarter. Exports to the oil exporting countries grew by 4 per cent. Exports to Nigeria fell by 4 per cent, a reduction on the high level of the second quarter. Exports to Saudi Arabia rose by 6 per cent, while shipments to Iran were unchanged from the last quarter at £158 million.

Elsewhere, shipments to Brazil and Israel rose by 66 per cent and 9½ per cent respectively. The sharp rise to Brazil was due to exports of ships in the third quarter. There was a 5½ per cent decrease to India due to reductions in exports of chemicals, machinery, and transport equipment.

The value of exports to the centrally planned economies increased by 9 per cent in the third quarter to £264 million; less than half the large increase of the second quarter. As with the second quarter there was a marked contrast in shipments between the two main countries in this group, the Soviet Union and Poland. Deliveries to the Soviet Union increased by 42 per cent to £131 million, a level nearly two and a half times that of the first quarter. The rise again mainly reflected the sharp increase in exports of chemical elements and compounds. Shipments to Poland again fell. The drop of 9 per cent was widespread over the commodity groups.

Exports by commodity

see tables 7 to 10

Exports of manufactured goods in the third quarter of 1977 amounted to 82 per cent of total exports on an overseas trade statistics basis, and, at £7,046 million, were 4½ per cent higher in value than in the previous quarter. Both price and volume increases contributed about equally to this rise in value. Excluding oil platforms, however, the rise in the volume of manufactured exports in the third quarter was 1 per cent. Within the broad category of manufactured goods, shipments of machinery rose sharply by 14 per cent (6½ per cent) in value and by 8 per cent (3 per cent) in volume. Non-electrical machinery exports increased in value by 15 per cent (6½ per cent) to £1,690 million and electrical machinery by 11 per cent to £670 million. Shipments of road motor vehicles were 3 per cent higher in value, at £686 million, while deliveries of other transport equipment rose by 2 per cent to £292 million. Taken together the volume of road motor vehicles and other transport equipment exported increased by 2 per cent.

Chemical shipments in the third quarter of 1977 rose strongly in value by 8 per cent to £1,031 million, increased volumes contributing more than the price increase of 2 per cent. Within total chemicals, the value of exports of chemical elements and compounds rose by 11 per cent, while the value of medicinal and pharmaceutical products despatched was 13 per cent higher. In contrast, deliveries of plastic products were virtually unchanged. By area, shipments of chemicals to the EEC were generally little changed, with a fall to France as the exception.

Exports to Australia, Japan and South Africa increased and there was also a strong rise in exports of chemical elements and compounds to the Soviet Union. Shipments of metals and miscellaneous metal manufactures fell by 1½ per cent in value, with a reduction in both volume and price. The value of iron and steel exports fell by 8 per cent to £260 million from the relatively high second quarter level; this was partly compensated for by an increase of 2½ per cent in miscellaneous metal manufactures. Deliveries on non-ferrous metals were again little changed. Shipments of metals to the EEC fell, particularly to France, Italy and West Germany. There was a rise in shipments to the USA and a strong rise in deliveries to Nigeria, but deliveries of metals to the centrally planned economics fell.

Exports of textiles at £296 million were 4 per cent up in value; entirely attributable to price increases, since volumes fell marginally in the third quarter. Shipments of other manufactures (which includes precious stones) fell sharply by 9½ per cent from the previous quarter's high figure mainly reflecting lower exports of diamonds in the third quarter, particularly to Switzerland. Elsewhere, the value of deliveries of diamonds to Belgium and Luxembourg fell considerably, but rose strongly to the USA.

Among the remaining commodities under the heading of other manufactures, exports of clothing and footwear increased by 3½ per cent to £176 million. Shipments to the EEC, particularly the Irish Republic, to the rest of western Europe and also to the USA rose strongly. Deliveries of professional and

Table 4 Derivation of visible trade figures[1]

Seasonally adjusted — £ million

	Exports			Imports				
	Overseas trade statistics basis fob	Valuation and coverage adjustments	Balance of payments basis fob	Overseas trade statistics basis cif	Freight insurance and other valuation adjustments	Coverage adjustments[2]	Balance of payments basis fob	Visible balance
1970	8 076	+45	8 121	9 040	−901	+7	8 146	−25
1971	9 187	−126	9 061	9 825	−997	−47	8 781	+280
1972	9 759	−310	9 449	11 143	−1 033	+41	10 151	−702
1973	12 505	−390	12 115	15 852	−1 355	−29	14 468	−2 353
1974	16 600	−62	16 538	23 234	−1 582	+80	21 732	−5 194
1975	19 922	−461	19 461	24 128	−1 490	+26	22 664	−3 203
1976	25 769	−353	25 416	31 155	−1 881	−287	28 987	−3 571
1975								
1st qtr	4 748	−84	4 664	5 950	−354	+12	5 608	−944
2nd	4 722	−90	4 632	5 573	−353	+69	5 289	−657
3rd	4 962	−134	4 828	6 190	−389	+1	5 802	−974
4th	5 490	−153	5 337	6 415	−394	−56	5 965	−628
1976								
1st qtr	5 738	−96	5 642	6 669	−407	−82	6 180	−538
2nd	6 308	−66	6 242	7 664	−468	−47	7 149	−907
3rd	6 498	−69	6 429	8 095	−501	−21	7 573	−1 144
4th	7 225	−122	7 103	8 727	−505	−137	8 085	−982
1977								
1st qtr	7 588	−116	7 472	8 959	−534	−23	8 402	−930
2nd	8 332	−261	8 071	9 576	−551	−256	8 769	−698
3rd	8 638	−199	8 439	9 110	−530	−91	8 489	−50
Percentage change Q3/Q2	+3½		+4½	−5			−3	

[1] See note 3. [2] Including adjustments for arrivals of and payments for United States' military aircraft, etc.

Table 5 Exports by area (summary)[1]

Seasonally adjusted values — Overseas trade statistics basis — £ million fob

		Developed countries				Developing countries		
	Total	EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	Centrally planned economies
1970	8 076	2 359	1 368	1 231	956	466	1 352	308
1971	9 187	2 660	1 512	1 444	1 064	579	1 609	284
1972	9 759	2 940	1 730	1 600	945	645	1 560	309
1973	12 505	4 034	2 266	1 937	1 219	800	1 792	411
1974	16 600	5 516	2 952	2 263	1 699	1 210	2 384	516
1975	19 922	6 417	3 369	2 329	1 879	2 277	2 925	667
1976	25 769	9 168	4 272	3 097	1 944	3 147	3 360	726
1975								
1st qtr	4 748	1 503	826	598	485	479	705	154
2nd	4 722	1 490	773	546	455	580	699	159
3rd	4 962	1 566	850	544	461	599	746	183
4th	5 490	1 859	919	641	478	619	775	170
1976								
1st qtr	5 738	1 956	913	691	501	696	808	175
2nd	6 308	2 245	1 052	773	472	752	807	183
3rd	6 498	2 340	1 061	797	490	786	836	182
4th	7 225	2 627	1 246	837	481	912	909	186
1977								
1st qtr	7 588	2 770	1 299	893	541	999	890	201
2nd	8 332	3 055	1 453	953	516	1 063	1 013	242
3rd	8 638	3 129	1 473	1 047	541	1 104	1 069	264
Percentage change Q3/Q2	+3½	+2½	+1½	+10	+5	+4	+5½	+9

[1] See note 2.

scientific instruments recovered to rise by 5½ per cent from the slight fall in the second quarter.

Exports of non-manufactured goods in the third quarter of 1977 rose in value by 8 per cent. In this broad category food, beverages and tobacco increased sharply in value by 8½ per cent, almost entirely because of increased volumes. Taken separately shipments of food and live animals increased by 3 per cent in value, while beverages and tobacco shipments increased strongly by 18 per cent (beverages alone by 19 per cent) following the fall in the last quarter. Most of the swing in exports of beverages reflected the recent erratic nature of exports of whisky. The main increase in the third quarter was to the developed countries; whisky exports to the USA figuring particularly strongly.

Basic material exports rose in value by 2½ per cent in the third quarter, although shipments of crude materials were marginally lower. The rise reflected a higher value of deliveries of animal and vegetable oils and fats.

The export growth of fuels continued with a further rise of 9½ per cent in value, mainly attributable to increased volumes. Exports of crude oil at £306 million (not seasonally adjusted) were 25 per cent up on last quarter's strong rise. By market, France, the Netherlands, West Germany and the USA were the major customers, West Germany taking twice as much as in the first quarter and together with the USA taking over a third of our total exports of crude oil.

Table 6 Exports by area (detail)[1]

Seasonally adjusted values — Overseas trade statistics basis — £ million fob

	1976			1977			Percentage change
	Year	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	Q3/Q2
Developed countries	18 481	4 688	5 191	5 504	5 977	6 190	+3½
EEC	9 168	2 340	2 627	2 770	3 055	3 129	+2½
Belgium and Luxembourg	1 401	352	406	429	465	453	−2½
Denmark	655	163	183	185	204	206	+1
France	1 710	454	477	496	511	562	+10
Irish Republic	1 247	317	342	377	381	435	+14
Italy	826	220	233	253	244	237	−3
Netherlands	1 500	375	458	489	605	577	−4½
West Germany	1 834	476	522	568	600	695	+16
Rest of W. Europe	4 272	1 061	1 246	1 299	1 453	1 473	+1½
Finland	289	71	85	83	88	91	+3
Norway	473	115	138	130	158	315	+99
Spain	367	94	103	116	116	111	−4½
Sweden	1 045	259	319	310	308	306	−½
Switzerland	1 000	237	281	358	426	292	−31
North America	3 097	797	837	893	953	1 047	+10
United States	2 448	639	661	719	770	857	+11
Canada	629	153	169	170	177	181	+2
Other	1 944	490	481	541	516	541	+5
Australia	688	176	180	198	192	191	−½
Japan	359	89	105	118	107	119	+12
New Zealand	251	64	59	71	71	82	+16
South Africa	645	167	138	145	145	162	+12
Developing countries	6 506	1 623	1 821	1 889	2 076	2 173	+4½
Latin America	758	192	199	183	217	294	+36
Middle East and north Africa	2 899	716	820	878	909	966	+6½
Iran	513	128	129	169	158	158	—
Israel	249	54	72	57	63	69	+9½
Saudi Arabia	399	108	137	129	140	149	+6
Rest	2 849	715	802	824	950	913	−4
Brazil	174	47	48	42	43	71	+66
India	207	53	59	68	70	66	−5½
Nigeria	774	198	222	232	285	273	−4
Centrally planned economies	726	182	186	201	242	264	+9
Poland	190	50	48	55	52	47	−9
Soviet Union	240	55	61	55	92	131	+42
Total	25 769	6 498	7 225	7 588	8 332	8 638	+3½
of which							
Oil exporting countries	3 147	786	912	999	1 063	1 104	+4

[1] See notes 2 and 5.

Imports by commodity

see tables 11 to 14

In the third quarter of 1977 the value of imports was £9,110 million, seasonally adjusted on an overseas trade statistics basis, 5 per cent lower than in the previous quarter, largely the result of a fall in the volume of arrivals. The fall mainly reflected substantial imports of North Sea installations in the second quarter. Excluding these installations, imports fell by 2 per cent. Between the two quarters the value of imports of food, beverages and tobacco fell by 1 per cent, a rise in price being outweighed by a fall in volume. Deliveries of food and live animals fell by 3 per cent, again largely the result of lower volume. Within the group, deliveries of dairy produce and eggs fell by 23 per cent in value, reflecting lower arrivals of butter, and lower volume of deliveries contributed to the 4 per cent drop in arrivals of fruit and vegetables. Imports of cereals and animal feeding stuffs fell by 7 per cent, with lower prices and volumes, particularly of wheat, barley and maize. In contrast deliveries of meat and meat preparations rose by 4 per cent, almost entirely due to higher prices. Imports of beverages and tobacco rose by 17 per cent, with tobacco imports up by

Table 7 Exports by commodity (summary)[1]

Seasonally adjusted values — Overseas trade statistics basis — £ million fob

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment[2]	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1970	8 076	514	273	207	6 806	3 301	2 221	834	246	784	959	396	1 366	276
1971	9 187	588	278	236	7 825	3 871	2 593	988	290	884	1 005	426	1 639	260
1972	9 759	660	321	239	8 257	4 014	2 716	915	383	962	1 015	445	1 821	283
1973	12 505	876	433	370	10 455	4 774	3 221	1 100	453	1 272	1 310	590	2 509	371
1974	16 600	1 063	576	767	13 685	6 059	4 215	1 304	540	2 144	1 712	745	3 025	509
1975	19 922	1 428	561	814	16 459	8 233	5 782	1 736	715	2 179	1 837	699	3 511	660
1976	25 769	1 692	776	1 255	21 338	10 125	7 060	2 226	839	3 045	2 345	934	4 890	709
1975														
1st qtr	4 748	355	137	208	3 915	1 882	1 327	409	149	561	477	173	813	145
2nd	4 722	298	133	181	3 919	2 006	1 393	413	191	510	456	163	814	160
3rd	4 962	377	135	208	4 108	2 123	1 492	452	165	517	442	171	841	171
4th	5 490	398	156	216	4 517	2 223	1 570	463	210	590	463	191	1 044	185
1976														
1st qtr	5 738	397	164	239	4 790	2 347	1 657	510	190	670	483	203	1 062	176
2nd	6 308	405	182	284	5 226	2 514	1 740	553	203	733	575	223	1 228	171
3rd	6 498	418	197	334	5 411	2 530	1 753	562	200	783	635	240	1 203	179
4th	7 225	472	232	397	5 910	2 734	1 910	601	246	860	653	267	1 396	183
1977														
1st qtr	7 588	504	251	480	6 169	2 764	1 951	623	203	899	684	287	1 527	218
2nd	8 332	538	227	542	6 727	3 043	2 071	666	285	953	756	284	1 751	248
3rd	8 638	583	232	595	7 046	3 355	2 359	686	292	1 031	744	296	1 583	242
Percentage change Q3/Q2	+3½	+8½	+2½	+9½	+4½	+10	+14	+3	+2	+8	+1½	+4	−9½	−2½

[1] See note 2. [2] Not seasonally adjusted.

47 per cent reflecting a higher volume of deliveries after the sharp fall in the previous quarter. Deliveries of beverages remained almost unchanged in value terms as a fall in volume was offset by a rise in price.

Imports of fuels, which declined in the first two quarters of 1977, fell by a further 6 per cent in the third, a reflection of increasing production of North Sea oil. Deliveries of crude oil in total were 9½ per cent lower by volume, with falls in arrivals from all the major suppliers.

At £3,317 million, imports of industrial materials were 5 per cent lower than in the previous quarter, almost entirely due to a fall in volume as prices fell only slightly. This fall was more than accounted for by lower deliveries of other semi-manufactures which fell by 9½ per cent in value terms: imports of chemicals and basic materials both rose by 1 per cent.

Within basic materials, the value of arrivals of metal ores rose by 19 per cent after falling sharply in the second quarter, with increased volumes of imports of iron, nickel and tin coincidental with increased production in the metal manufacturing industries. In contrast imports of textile fibres fell again by 9½ per cent, with lower volumes of wool and cotton. Lower volumes also accounted for the falls in the value of arrivals of timber (7 per cent) and pulp and waste paper (7½ per cent).

Deliveries of chemicals rose slightly by 1 per cent, although there were contrasting movements within the two main components of the group. Deliveries of chemical elements and compounds rose by 8½ per cent with increased volumes of organic chemicals contributing, while a fall in volume led to the 5 per cent drop in the value of plastic imports.

Within other semi-manufactures, the value of imports of non-metallic mineral manufactures fell by 25 per cent, almost entirely due to lower arrivals of precious stones compared with the exceptionally high level of the previous quarter. Deliveries of non-ferrous metals were 5 per cent lower, reflecting a reduction in the prices of copper, nickel, lead and zinc and also a fall in deliveries of lead and zinc. The value of arrivals of miscellaneous metal manufactures increased by 8½ per cent, while deliveries of the other main commodity groups changed only marginally.

Imports of finished manufactures at £2,851 million were 3½ per cent lower than in the previous quarter; excluding North Sea installations imports rose by 7 per cent. Arrivals of machinery fell by 11 per cent (rose by 7½ per cent, excluding North Sea installations); within the total deliveries of electrical machinery rose by 5½ per cent, while the 18 per cent fall in imports of non-electrical machinery almost entirely reflected the high deliveries of North Sea production installa-

Table 8 Exports by commodity (detail)[1]

Seasonally adjusted Overseas trade statistics basis £ million fob

	1976			1977			Percentage change
	Year	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	Q3/Q2
Food, beverages and tobacco	1 692	418	472	504	538	583	+8½
Food and live animals	1 034	254	289	305	352	363	+3
Beverages and tobacco	658	164	183	200	186	221	+18
Beverages	524	131	143	163	148	176	+19
Basic materials	776	197	232	251	227	232	+2½
Crude materials	739	189	218	236	217	215	−½
Textile fibres	260	63	84	87	76	72	−4½
Fuels	1 255	334	397	480	542	595	+9½
Manufactures	21 338	5 411	5 910	6 169	6 727	7 046	+4½
Machinery and transport equipment	10 125	2 530	2 734	2 764	3 043	3 356	+10
Non-electric machinery	5 056	1 253	1 360	1 377	1 466	1 690	+15
Electric machinery	2 004	500	549	574	605	670	+11
Road motor vehicles	2 226	562	601	623	666	686	+3
Other transport equipment [2]	839	200	246	203	285	292	+2
Chemicals	3 045	783	860	899	953	1 031	+8
Chemical elements and compounds	1 045	272	291	307	339	377	+11
Medicinal and pharmaceutical products	452	113	130	125	132	149	+13
Plastic materials	532	136	150	153	164	165	—
Metals and miscellaneous metal manufactures	2 345	635	653	684	756	744	−1½
Iron and steel	823	219	229	245	282	260	−8
Non-ferrous metals	721	204	211	213	217	217	+½
Miscellaneous metal manufactures	800	204	221	231	253	259	+2½
Textiles	934	240	267	287	284	296	+4
Other	4 889	1 203	1 396	1 527	1 751	1 583	−9½
Clothing and footwear	480	120	143	157	170	176	+3½
Instruments	628	162	169	189	187	197	+5½
Miscellaneous	709	179	183	218	248	242	−2½
Total	25 769	6 498	7 225	7 588	8 332	8 638	+3½

[1] See note 2. [2] Not seasonally adjusted.

Table 9 Exports by commodity: volume indices

Seasonally adjusted Overseas trade statistics basis Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1 000	64	34	26	844	410	276	134	97	119	49	169
1970	100.0	100	100	100	100	100	100	100	100	100	100	100
1971	108.9	109	99	101	110	108	109	107	110	107	106	119
1972	111.3	113	107	102	112	106	106	105	118	108	111	128
1973	126.5	135	114	107	128	117	119	114	143	123	127	148
1974	132.9	142	115	101	135	125	127	120	169	116	125	154
1975	129.8	155	107	93	130	133	136	128	142	102	105	145
1976	139.4	156	122	108	140	133	135	130	171	108	124	168
1975												
1st qtr	132.6	164	106	104	134	133	136	129	150	114	102	147
2nd	126.7	135	101	88	127	133	134	129	134	102	100	139
3rd	125.7	150	105	91	127	134	138	123	136	96	104	134
4th	134.4	171	118	89	133	132	135	131	148	95	114	159
1976												
1st qtr	135.4	160	118	91	137	134	137	129	164	98	116	160
2nd	140.3	151	119	104	141	135	135	130	167	110	122	173
3rd	137.3	152	118	115	139	130	132	124	171	114	126	161
4th	144.6	161	131	122	144	134	134	136	180	111	130	176
1977												
1st qtr	144.3	165	138	134	144	129	131	126	176	118	132	184
2nd	155.0	164	122	144	154	139	138	137	185	131	129	204
3rd	157.4	177	131	157	158	147	149	140	195	126	128	189
Percentage change Q3/Q2	+1½	+8	+7½	+9½	+2½	+6	+8	+2	+5½	−4	−1	−7½

tions in the second quarter. Deliveries of road motor vehicles rose by 15 per cent in value terms. Deliveries of other transport equipment were reduced by 26 per cent, reflecting a fall in arrivals of ships and aircraft. Imports of other finished manufactures rose by 2 per cent in value, almost entirely due to higher prices as volume remained unchanged. Deliveries of clothing and footwear were 4½ per cent higher, reflecting in part an increase in the price of footwear.

Within finished manufactures, imports of capital goods (excluding ships, aircraft, aero-engines and North Sea installations) increased by 17 per cent. Deliveries of consumer goods rose by 4 per cent possibly reflecting a recovery in consumer's expenditure in the quarter, while arrivals of other finished manufactures were 10 per cent higher.

Imports by area

see tables 15 and 16

Deliveries from the developed countries fell by 6 per cent in the third quarter (a 2 per cent fall excluding North Sea installations) and those from the developing countries fell by 1 per cent.

In the third quarter of 1977 the value of imports from the EEC, at £3,603 million, was 3 per cent higher than in the previous quarter. Among the individual member countries, imports from the Irish Republic rose by 13 per cent, largely the result of increased deliveries of non-electrical machinery, particularly statistical machines, and of beef, animal feeding stuffs, dairy produce and eggs. Deliveries from France were 9 per cent higher, with increased arrivals of chemical elements and compounds, and brandy. Imports from West Germany, which had been unchanged in the previous quarter, rose by 9 per cent in the third. This increase was partly reflected in higher imports of machinery and transport equipment, especially tractors and lorries. Deliveries from Italy increased by 3½ per cent with diverse movements across the commodity groups. Lower imports of machinery and petroleum products were more than

Table 10 Exports by commodity: unit value indices

Not seasonally adjusted — Overseas trade statistics basis — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1970	100.0	100	100	100	100	100	100	100	100	100	100	100
1971	105.6	106	104	115	105	110	109	111	102	99	102	102
1972	111.1	113	113	116	111	118	118	117	104	100	104	107
1973	125.8	126	143	166	124	128	128	129	114	115	123	125
1974	161.4	148	181	381	155	153	155	149	169	164	159	146
1975	198.3	178	198	439	193	196	200	189	209	194	177	180
1976	240.1	213	240	553	234	245	250	234	238	228	202	221
1975												
1st qtr	184.9	166	192	416	179	179	182	172	200	184	178	163
2nd	193.4	176	199	421	188	190	192	185	209	189	177	172
3rd	202.0	183	200	442	197	201	202	201	209	196	177	185
4th	210.1	187	202	474	205	213	217	203	211	202	180	192
1976												
1st qtr	218.9	192	211	496	214	224	231	210	219	206	185	199
2nd	234.3	211	229	530	229	242	248	230	232	216	196	213
3rd	247.4	220	249	553	242	254	258	246	245	233	207	226
4th	261.7	229	262	608	256	269	273	260	259	247	222	239
1977												
1st qtr	274.4	238	276	643	268	284	288	275	272	255	235	249
2nd	280.7	252	285	666	274	288	288	288	280	258	244	256
3rd	288.3	255	279	679	281	300	300	300	286	251	252	265
Percentage change Q3/Q2	+2½	+5	−2	+2	+3	+4	+4	+4½	+2	−3	+3	+3½

Table 11 Imports by commodity (summary) [1]

Seasonally adjusted values — Overseas trade statistics basis — £ million cif

				Industrial materials				Finished manufactures						
									Machinery and transport equipment[2]					
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery[2]	Road motor vehicles	Other transport equipment[3]	Other	Miscellaneous
1970	9 040	2 047	945	3 862	1 362	543	1 957	2 072	1 498	1 199	169	130	574	113
1971	9 825	2 176	1 247	3 842	1 271	569	2 003	2 431	1 730	1 278	275	177	701	129
1972	11 143	2 356	1 242	4 286	1 323	651	2 312	3 130	2 238	1 568	482	188	892	129
1973	15 852	3 094	1 724	6 239	1 963	897	3 380	4 632	3 293	2 374	653	266	1 339	163
1974	23 234	3 762	4 626	8 925	2 561	1 579	4 785	5 549	3 903	2 968	647	288	1 647	372
1975	24 128	4 335	4 301	8 341	2 204	1 411	4 726	6 663	4 794	3 614	883	297	1 869	489
1976	31 155	4 983	5 645	11 262	3 218	1 999	6 045	8 853	6 386	4 637	1 398	351	2 467	411
1975														
1st qtr	5 950	1 062	1 061	2 141	582	366	1 194	1 555	1 113	812	198	96	442	150
2nd	5 573	984	952	1 952	529	318	1 104	1 505	1 066	801	222	70	439	127
3rd	6 190	1 122	1 099	2 043	516	331	1 197	1 834	1 359	1 054	228	70	475	105
4th	6 415	1 167	1 188	2 205	578	397	1 231	1 769	1 257	947	235	60	513	106
1976														
1st qtr	6 669	1 068	1 299	2 411	678	431	1 302	1 819	1 269	909	265	95	550	96
2nd	7 664	1 247	1 345	2 727	759	486	1 482	2 150	1 571	1 180	325	98	578	117
3rd	8 095	1 264	1 492	2 895	855	515	1 525	2 342	1 715	1 255	392	64	627	107
4th	8 727	1 404	1 510	3 230	927	568	1 735	2 541	1 830	1 293	416	95	711	92
1977														
1st qtr	8 959	1 490	1 390	3 376	988	629	1 758	2 666	1 897	1 289	474	124	769	109
2nd	9 576	1 568	1 349	3 496	864	621	2 011	2 948	2 213	1 605	485	162	735	122
3rd	9 110	1 551	1 269	3 317	871	626	1 820	2 851	2 100	1 421	556	120	751	127
Percentage change Q3/Q2	−5	−1	−6	−5	+1	+1	−9½	−3½	−5	−11	+15	−26	+2	+4

[1] See note 2. [2] Includes North Sea production installations. [3] Not seasonally adjusted.

offset by increased arrivals of clothing, textiles, iron and steel and motor cars. In contrast imports from Belgium and Luxembourg and from Denmark fell by 4 per cent and 3 per cent respectively. The fall in deliveries from Denmark reflected lower arrivals of non-electrical machinery, sugar and animal feeding stuffs. In the case of Belgium and Luxembourg, reduced imports of non-metallic mineral manufactures (including diamonds) and motor cars outweighed a rise in petroleum and petroleum products imports. Arrivals from the Netherlands, which fell in the first and second quarters of 1977, decreased by a further 6 per cent in the third. Lower imports of maize, butter, soya beans and iron and steel by far outweighed a rise in deliveries of transport equipment.

Imports from the rest of western Europe at £1,183 million were 28 per cent lower than in the previous quarter (excluding North Sea installations imports fell by 15 per cent). Deliveries from Finland fell by 15 per cent, almost entirely reflecting high deliveries of North Sea installations in the previous quarter; however imports of timber rose in the third quarter. The movement of North Sea installations was also responsible for the 66 per cent decrease in imports from Norway. Imports from Switzerland fell by 33 per cent from the high second quarter level. The fall reflected low deliveries of non-metallic mineral manufactures (including diamonds). Arrivals from Sweden were 2½ per cent lower with falls in imports of timber, paper and iron and steel.

Imports from north America rose by 1½ per cent in the third quarter to reach £1,314 million. Deliveries from the USA, which accounted for some three-quarters of the group, fell by 3 per cent. There were falls in almost all commodities imported, particularly textile fibres, maize and non-electrical

Table 12 Imports by commodity (detail)[1]

Seasonally adjusted values — Overseas trade statistics basis — £ million cif

	1976			1977			Percentage change Q3/Q2
	Year	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	
Food, beverages and tobacco	4 983	1 264	1 404	1 490	1 568	1 551	−1
Food and live animals	4 495	1 131	1 276	1 343	1 433	1 393	−3
Meat and meat preparations	839	208	244	254	242	252	+4
Dairy produce and eggs	505	105	167	84	132	102	−23
Cereals and animal feeding stuffs	920	227	264	252	292	271	−7
Fruit and vegetables	942	238	245	287	284	272	−4
Other food and live animals	1 291	354	362	465	497	491	−1
Beverages and tobacco	488	133	127	147	136	158	+17
Beverages	251	70	70	74	76	77	+1½
Tobacco	237	66	55	73	59	87	+47
Fuels	5 645	1 492	1 510	1 390	1 349	1 269	−6
Industrial materials	11 262	2 895	3 230	3 376	3 496	3 317	−5
Basic materials	3 218	855	927	988	864	871	+1
Crude materials	3 017	808	865	907	802	798	−½
Wood, lumber and cork	585	162	166	164	165	153	−7
Pulp and waste paper	463	128	114	124	118	109	−7½
Textile fibres	439	109	138	132	112	101	−9½
Metal ores	683	195	188	211	157	187	+19
Chemicals	1 999	515	568	629	621	626	+1
Chemical elements and compounds	876	232	249	273	266	288	+8½
Plastic materials	463	115	136	146	139	132	−5
Other semi-manufactures	6 045	1 525	1 735	1 758	2 011	1 820	−9½
Wood and cork manufactures	290	80	84	89	75	76	+½
Paper and paperboard	826	223	234	250	242	243	+½
Textiles	911	220	259	278	278	277	−½
Non-metallic mineral manufactures	1 363	330	397	416	636	476	−25
Iron and steel	966	238	298	226	257	257	—
Non-ferrous metals	1 035	263	306	314	290	276	−5
Miscellaneous metal manufactures	415	101	114	118	122	132	+8½
Finished manufactures	8 853	2 342	2 541	2 666	2 948	2 851	−3½
Machinery	4 637	1 255	1 293	1 289	1 605	1 421	−11
Electrical machinery	1 382	364	403	424	437	461	+5½
Non-electrical machinery	3 255	892	890	865	1 168	960	−18
Road motor vehicles	1 398	392	416	474	485	556	+15
Other transport equipment [2]	351	64	95	124	162	120	−26
Other finished manufactures	2 467	627	711	769	735	751	+2
Clothing and footwear	849	212	239	256	233	244	+4½
Instruments	574	147	172	178	175	186	+6
Miscellaneous	411	107	92	109	122	127	+4
Total	31 155	8 095	8 727	8 959	9 576	9 110	−5

[1] See note 2. [2] Not seasonally adjusted.

Table 13 Imports by commodity: volume indices

Seasonally adjusted values — Overseas trade statistics basis — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment [1]			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery [1]	Road motor vehicles and other transport equipment	Other
Weights	1,000	227	105	427	151	60	216	229	166	133	33	63
1970	100.0	100	100	100	100	100	100	100	100	100	100	100
1971	104.8	100	109	101	91	103	106	115	113	106	140	122
1972	116.0	102	109	109	93	118	119	146	145	136	183	147
1973	132.7	102	112	125	104	140	136	186	185	176	219	189
1974	133.8	99	106	129	93	151	147	189	188	188	192	191
1975	124.4	98	89	113	78	122	135	183	182	176	203	186
1976	133.5	101	87	127	93	150	145	196	197	186	241	193
1975												
1st qtr	125.5	96	91	117	82	125	138	185	186	177	216	183
2nd	119.0	90	85	109	77	111	130	171	168	164	206	182
3rd	126.4	101	90	111	74	117	136	192	193	190	198	189
4th	126.8	103	90	116	79	134	137	183	180	175	191	189
1976												
1st qtr	126.4	95	89	124	90	143	142	182	177	166	222	195
2nd	134.1	101	87	126	92	148	144	193	196	189	244	186
3rd	135.8	103	88	127	95	153	142	202	206	194	251	193
4th	137.8	104	85	132	94	157	151	206	210	196	247	197
1977												
1st qtr	139.6	107	76	135	97	170	152	213	213	194	283	215
2nd	145.2	107	73	135	84	166	162	226	234	219	320	203
3rd	139.9	101	73	130	85	165	151	224	232	209	320	203
Percentage change Q3/Q2	−3½	−6	−½	−4	+½	−½	−6½	−1	−1	−4½	—	—

[1] Includes North Sea production installations.

machinery (reflecting some North Sea installations delivered in the previous quarter). In contrast imports from Canada rose by 15 per cent back to the first quarter level, with lower deliveries of cereals and zinc more than offset by increased arrivals of nickel ore, chemical elements and compounds and paper.

Arrivals from the other developed countries fell by 11 per cent from the high second quarter level, and, at £638 million, were at the same level as the first quarter of 1977. Deliveries from New Zealand rose by 11 per cent but there were falls in the value of arrivals from the other three countries within the group. Imports from Australia were reduced by 16 per cent, reflecting a fall in arrivals of fruit and vegetables and of lead (which fell from a high second quarter level). Arrivals from South Africa fell by 35 per cent, almost entirely due to lower deliveries of non-metallic mineral manufactures (including diamonds) from a high second quarter level. Imports from Japan fell by 2 per cent; changes in the separate commodities were generally small.

Among imports from the developing countries, there was a 7 per cent drop in arrivals from Latin America, with lower deliveries of textile fibres and non-ferrous metals in particular Chilean copper. Imports from the Middle East and North Africa were 8½ per cent lower, largely reflecting reduced crude oil deliveries from all the individual suppliers. These lower deliveries led to falls in the value of total imports, particularly from the three main suppliers – Iran (30 per cent lower), Kuwait (15 per cent lower) and Saudi Arabia (16 per cent lower). In the case of Saudi Arabia, the fall in crude oil imports masked a rise in deliveries of non-metallic mineral manufactures. Among imports from the rest of the developing countries, which in total rose by 8½ per cent, there was a 26 per cent rise in arrivals from Nigeria.

Imports from the centrally planned economies, at £368 million, were 11 per cent higher than in the previous quarter.

Deliveries from the Soviet Union rose by 18 per cent with particularly high imports of timber and increased deliveries of petroleum and petroleum products outweighing a fall of non-metallic mineral manufactures (including diamonds).

Notes

1 Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly overseas trade statistics. These adjustments are summarised in table 4. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage. Included under this heading are adjustments to bring in items not in the trade statistics (for example on the import side ships built and delivered abroad direct to UK owners) and to remove those items in the trade statistics – mainly returned goods and certain goods for processing and repair – where no change of ownership is involved. In addition adjustments are made from time to time to the level of exports to take account of variations in the quality of recording as revealed by the regular monitoring of the accuracy of the export figures (as described in an article in *Trade and Industry*, 15 February 1973). All these adjustments are described in greater detail in the annual 'Pink Book' *United Kingdom Balance of Payments 1966–76* and in an article in the issue of *Trade and Industry* dated 4 November 1970.

2 The adjustments described at note 1 have been made for the quarterly totals of exports and imports, for trade in petroleum and petroleum products (table 2), and for the main area analysis of trade (table 3). They cannot be estimated for the other commodity analysis of trade nor for individual countries. The values of total trade and the main components of exports and imports in tables 5 to 8, 11, 12, 15, 16 are on the overseas trade statistics basis and correspond with the totals given in the first columns of table 4. Comments in sections 1 and 3 relate to figures on a balance of payments basis. Detailed analysis of imports and exports on an area and commodity basis in section 2 relate to the figures on an overseas trade statistics basis. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

3 Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in note 1 above.

4 Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

5 Definition of areas. The areas used in table 3 of this article comprise the following countries:

EEC: Belgium, Denmark, France, Irish Republic, Italy, Luxembourg, Netherlands and West Germany.

Rest of western Europe: Andorra, Austria, Continental Shelf (Foreign Part), Faroe Islands, Finland, Gibraltar, Greece, Iceland, Liechtenstein, Malta, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, Vatican City and Yugoslavia.

North America: Canada, Puerto Rico, USA, Greenland, St Pierre and Miquelon.

Other developed countries: Australia, Japan, New Zealand, South Africa.

Oil exporting countries: Abu Dhabi, Algeria, Bahrain, Brunei, Dubai, Ecuador, Gabon, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Oman, Qatar, Saudi Arabia, Sharjah etc, Trinidad and Tobago and Venezuela.

Rest of the world: All other countries.

The areas used in tables 5, 6, 15 and 16 comprise the following countries: EEC, rest of western Europe, north America, other developed countries, oil exporting countries as above.

Latin America: Argentina, Bolivia, Brazil, Canal Zone of Panama, Chile, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras (not British), Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay and Venezuela.

Middle East and north Africa: Abu Dhabi, Algeria, Bahrain, Cyprus, Dubai, Egypt, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Libya, Morocco, Oman, Qatar, Saudi Arabia, Sharjah, etc, Sudan, Syria, Tunisia, North Yemen, South Yemen, Canary Islands, Ceuta and Melilla.

Centrally planned economies: Albania, Bulgaria, China, Czechoslovakia, East Germany, Hungary, North Korea, Outer Mongolia, Poland, Romania, Soviet Union and Vietnam.

Other developing countries: All other countries.

6 The invisible balance (services and other current transactions) covers the following items: Government services and transfer payments; all other services including sea and air transport, travel and banking and financial transactions; net overseas income in the form of interest, profits and dividends; and private transfers.

7 Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (table 2)

Table 14 Imports by commodity: unit value indices

Not seasonally adjusted — Overseas trade statistics basis — Indices 1970 = 100

				Industrial materials				Finished manufactures				
									Machinery and transport equipment			
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road motor vehicles and other transport equipment	Other
1970	100.0	100	100	100	100	100	100	100	100	100	100	100
1971	104.9	107	122	99	102	102	96	106	107	107	108	102
1972	109.1	114	123	102	106	104	99	111	112	109	124	110
1973	138.1	150	164	131	141	125	126	128	127	123	141	131
1974	210.3	193	468	190	208	207	172	152	147	143	163	164
1975	235.9	219	535	199	215	229	180	188	183	181	194	200
1976	288.6	247	704	239	260	267	217	237	232	227	253	249
1975												
1st qtr	230.1	218	509	200	217	240	177	174	168	164	183	191
2nd	231.9	219	506	198	213	236	177	186	181	179	191	197
3rd	237.6	217	536	200	213	230	182	196	192	189	204	207
4th	249.5	223	591	206	222	234	187	205	199	197	210	220
1976												
1st qtr	258.8	228	636	210	226	239	190	213	207	204	221	226
2nd	281.4	243	686	230	248	262	210	234	230	225	251	242
3rd	296.4	246	728	247	266	274	226	246	242	237	262	258
4th	318.9	268	768	268	295	296	240	265	258	251	287	284
1977												
1st qtr	327.6	280	790	277	310	302	248	264	258	248	297	280
2nd	336.8	297	801	284	313	304	258	269	262	252	302	286
3rd	338.7	311	799	281	314	299	254	270	263	251	311	288
Percentage change Q3/Q2	+½	+4½	—	−1	—	−2	−1½	+½	—	−½	+3	+1

accounts for almost all the trade in fuels, section 3 of SITC(R) which is included in tables 7, 8, 11 and 12. Import and export figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil, and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc).

The figures of value and tonnage of crude oil imports in table 2 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the fuels totals in tables 11 and 12. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

For imports the average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due, for example, to differing qualities of crude oil.

The figures of the value of crude oil exports are now given without seasonal adjustment. In previous articles they were presented on a seasonally adjusted basis, using the same seasonal and length of month factors as have been used for the fuels total. Further consideration has shown however that these factors may not be wholly appropriate. The export figures include oil which has been re-exported.

8 Unit value and volume indices. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry*, 26 May 1971. An article was published in *Trade and Industry*, 11 October 1973, introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to measure the changes in price and volume of our imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods covered by each heading and different markets or sources of supply). Correspondingly, the volume indices measures, for the same selection of trade headings, what the change in the value of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base weighted, they do not take account of the changes in the pattern of trade since the base year, and consequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices was published in the April 1975 issue of *Economic Trends*. Adjustments have been made to the import volume index to include North Sea oil production installations, however no changes have been made to the base-weighted unit value index.

9 Seasonally adjusted import figures for December and January. Difficulties of allowing fully in the seasonal adjustment procedure for the effects of the 1976/77 Christmas/new year holiday period have distorted the quarterly comparison of the imports value and volume statistics and hence of both the visible and current balance. The seasonally adjusted imports figures for December are probably understated and those for January correspondingly overstated. Exports are probably little affected.

10 Treatment of oil platforms in July exports figures. The July exports figures on an overseas trade statistics basis include two oil platforms, valued at around £150 million, which have been moved to Norway for completion, and which should be returning to the UK Continental Shelf next year. For a number of reasons, principally that no effective change of ownership has taken place, they have been excluded from the July figures on a balance of payments basis. When the platforms return to the UK only the additional value added to them will be included in the balance of payments figures; the £150 million will be netted out.

11 The green pound. As mentioned in the article on the August figures, as a result of a change in the method of payment of monetary compensatory amounts (mca's) imports from other EEC countries are valued before deduction of the mca prior to May 1976, and after deduction from that date.

12 Treatment of North Sea transactions. The figures of exports for July, August and September include a positive balance of payments adjustment to allow for the reimbursement by Norway of a proportion of the expenditure on development of the Frigg North Sea gas field. For national accounts and balance of payments purposes the adjustment is being treated as a sale of fixed assets to Norway. The amount of the adjustment to the third quarter figures is estimated to be £55 million. To minimise the distortion to the trade figures it is being spread over all three months of the quarter.

13 Revisions. As a result of later and more complete information, the previously published figures of imports and exports on a balance of payments basis have been revised. In particular the adjustment to allow for net underrecording of exports which was re-introduced for 1976 has been increased, from the beginning of 1977, from 0.3 per cent to 0.7 per cent of the level of exports. The increase has been made as a result of the regular monitoring of the figures and will be continued as appropriate.

Overseas trade statistics. Detailed particulars of United Kingdom imports and exports for September (with cumulative totals) were published in October [1] and further analyses of the figures will be found in the tables on external trade in the *Monthly Digest of Statistics* [2].

[1] *Overseas Trade Statistics of the United Kingdom*, September 1977, HMSO, £6.50 (annual subscription £93.60).

[2] *Monthly Digest of Statistics* HMSO, £1.95 (annual subscription, including supplement of definitions and postage, £27.86).

Inquiries: 01-215 3131.

Table 15 Imports by area (summary)[1]

Seasonally adjusted values — Overseas trade statistics basis — £ million cif

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W. Europe	North America	Other	Oil exporting countries	Other	
1970	9 040	2 440	1 311	1 855	856	828	1 342	389
1971	9 825	2 915	1 452	1 732	947	1 067	1 316	376
1972	11 143	3 520	1 819	1 784	1 141	1 034	1 402	423
1973	15 852	5 206	2 700	2 357	1 461	1 490	2 018	594
1974	23 234	7 713	3 460	3 241	1 679	3 795	2 581	742
1975	24 128	8 786	3 571	3 206	1 849	3 265	2 678	735
1976	31 155	11 385	4 577	4 217	2 116	4 207	3 511	1 109
1975								
1st qtr	5 950	2 134	843	859	448	830	677	184
2nd	5 573	2 026	774	745	456	745	612	161
3rd	6 190	2 228	1 014	798	472	853	658	184
4th	6 415	2 399	940	804	473	827	731	210
1976								
1st qtr	6 669	2 434	985	882	428	932	763	271
2nd	7 664	2 884	1 081	1 023	496	963	869	294
3rd	8 095	2 825	1 229	1 122	576	1 178	911	268
4th	8 727	3 242	1 281	1 191	616	1 134	968	276
1977								
1st qtr	8 959	3 343	1 288	1 270	636	1 027	1 123	325
2nd	9 576	3 501	1 648	1 294	713	974	1 060	333
3rd	9 110	3 603	1 183	1 314	638	898	1 110	368
Percentage change Q3/Q2	−5	+3	−28	+1½	−11	−7½	+4½	+11

[1] See note 2.

Table 16 Imports by area (detail)[1]

Seasonally adjusted values — Overseas trade statistics basis — £ million cif

	1976			1977			Percentage change Q3/Q2
	Year	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	
Developed countries	22 296	5 752	6 331	6 537	7 156	6 737	−6
EEC	11 385	2 825	3 242	3 343	3 501	3 603	+3
Belgium and Luxembourg	1 300	338	409	397	426	409	−4
Denmark	705	179	191	201	210	203	−3
France	2 090	488	562	589	660	720	+9
Irish Republic	1 006	242	302	306	302	341	+13
Italy	1 104	286	332	355	379	393	+3½
Netherlands	2 425	571	685	665	626	590	−6
West Germany	2 755	700	814	847	849	927	+9
Rest of W. Europe	4 577	1 229	1 281	1 288	1 648	1 183	−28
Finland	562	144	157	151	166	140	−15
Norway	623	220	156	136	405	136	−66
Sweden	1 187	335	327	328	312	304	−2½
Switzerland	962	225	287	281	388	262	−33
North America	4 217	1 122	1 191	1 270	1 294	1 314	+1½
United States	3 043	804	858	935	997	968	−3
Canada	1 160	313	328	330	288	331	+15
Other	2 116	576	616	636	713	638	−11
Australia	387	98	124	88	99	83	−16
Japan	796	218	223	264	278	273	−2
New Zealand	321	85	102	89	96	106	+11
South Africa	612	167	170	202	263	171	−35
Developing countries	7 719	2 089	2 102	2 150	2 034	2 009	−1
Latin America	705	183	193	207	199	185	−7
Middle East and north Africa	4 089	1 128	1 141	1 037	1 005	922	−8½
Iran	1 047	267	296	296	206	144	−30
Kuwait	587	147	205	129	164	140	−15
Saudi Arabia	978	262	286	270	309	260	−16
Rest	2 925	779	768	905	830	902	+8½
Nigeria	317	91	59	91	39	50	+26
Centrally planned economies	1 109	268	276	325	333	368	+11
Soviet Union	645	147	140	205	195	229	+18
Total	31 155	8 095	8 727	8 959	9 576	9 110	−5
of which							
Oil exporting countries	4 207	1 178	1 134	1 027	974	898	−7½

[1] See notes 2 and 5.

Survey of export prospects to mid-1978

United Kingdom exports are expected to increase in volume by around 2-3 per cent (on a seasonally adjusted basis) in the first half of next year compared with the second half of 1977 – a more modest rate than the probable rise of around 4 per cent between the two halves of 1977.

This estimate for total UK exports is derived from the Department of Trade's ninth survey of export prospects of the UK's top exporting companies. The survey covered the third quarter of 1977 to the second quarter of 1978. Replies were received from 64 companies, accounting for a third of the total value of UK exports.

The previous survey had pointed towards some slow-down in volume growth for total exports early in 1978; the latest information suggests a slightly more pessimistic forecast. The slow-down is likely to reflect the expected continuation of weak world demand and fears of a possible loss of export price competitiveness.

Survey results for the large exporters

The main features of the latest survey (based on non-seasonally adjusted data) are:

1 The volume forecasts of the large exporters for the second half of 1977 and the first quarter of 1978 are sharply lower than those in the previous survey. The major companies now expect the volume of their exports in the second half of 1977 to be around 8 per cent higher than a year earlier, compared with a rise around 13 per cent anticipated at the time of the last survey. In the first half of 1978 they now forecast that the volume of their exports is likely to be 11-12 per cent higher than in the same period a year earlier. (The relationship between the figures for the large exporters and total UK exports is discussed below).

2 Contacts with a number of companies suggest that their less buoyant prospects reflect rather weaker world demand than earlier expected. Other factors quoted were loss of export price-competitiveness, partly resulting from the strength of sterling, and supply problems.

3 The latest estimates of price increase, on a year earlier, of the large exporters are again slightly lower than those forecast in the previous survey. They show a continued slow-down to the end of this year, after which no further reduction in the rate of increase is seen.

4 Taking volume and price movements together, by the end of the forecast period the value of exports of the large exporters is estimated at around 20 per cent higher than a year earlier.

Table 1 Movement in UK exports between Q3 1977 and Q2 1978 by value, volume and price

		Recorded UK exports [1]	Ninth survey results for major exporters [2]			
		1977	1977		1978	
		Q3	Q3	Q4	Q1	Q2
Value	£ million	8 449	2 626	2 969	3 100	3 233
	% increase on a year earlier	35 [3]	21	15	19	19½
Volume	% increase on a year earlier	15 [3]	9	6½	11½	11½
Price	% increase on a year earlier	17½ [4]	11	7½	7	7½

[1] Source: Overseas Trade Statistics. [2] Aggregated from returns received from 64 companies. [3] If exports of precious stones and North Sea production installations are excluded the figures become 32 per cent and 13½ per cent respectively. [4] Average value index. See footnote to table 3.

Table 2 Comparison of latest survey with previous rounds

Percentage increases on a year earlier

	1977 Q3				1977 Q4			1978 Q1	
	S6	S7	S8	S9	S7	S8	S9	S8	S9
Value	31½	29	27	21	24½	22½	15	24	19
Volume	15½	14	13½	9	12	12	6½	15	11½
Price	14	13	12	11	11	9½	7½	7½	7

S6 Sixth Survey, January 1977. Provisional results published in *Trade and Industry*, 18 March 1977.
S7 Seventh Survey, April 1977. Provisional results published in *Trade and Industry*, 17 June 1977.
S8 Eighth Survey, July 1977. Provisional results published in *Trade and Industry*, 16 September 1977.
S9 Ninth Survey, October 1977.

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Table 3 Companies' reported increases in exports compared with actuals [1]

Percentage changes on a year earlier

	Value		Volume		Price [2]	
	EPS	Actual	EPS	Actual	EPS	Actual
1975						
3rd qtr	3½	14	−9½	−7½	13½	23
4th	13	20½	−½	−½	13½	21
1976						
1st qtr	26	25	9½	5	15	19
2nd	27	26	9	4	16	21
3rd	34	29	12½	7	19	20½
4th	39½	31	15	7	20½	23
1977						
1st qtr	30	30½	9	5	19	24
2nd	25½	29	10	8	14	19½
3rd	21	32	9	13½	11	16½

[1] Recorded OTS less precious stones and North Sea oil production installations. [2] The price index is the average value index obtained by dividing the value of exports by the volume figure. This is likely to be closer to the figures given by firms than the unit value index.

Notes on estimates for total exports

Table 3 shows that, in terms of year-on-year comparisons, for the first time since the initial survey the volume of the major companies' exports shows a smaller increase than that for total exports. These comparisons are influenced by the year-earlier figures and may also reflect, among other things, timing differences. In order to derive forecasts for total exports, it is necessary to make an assessment of the relationship between the year-on-year percentage changes for the large exporters and for total exports, which then needs to be expressed in terms of a seasonally adjusted quarterly path for total export volume. This will occasionally lead to a situation in which the large exporters' volume growth, in terms of change on a year earlier, is increasing, but the trend for total exports is becoming less buoyant.

Although no distinct pattern has emerged so far, as between the figures for large exports and total exports, the percentage changes for the third quarter make an assessment of the relationship particularly difficult at this time. The forecasts of total exports derived from the survey are, therefore, probably subject to a greater margin of error than usual, and must continue to be regarded with appropriate caution.

The estimates for total UK exports are derived from information provided by the large exporters, and involve an assessment of the relationship between this information and the overseas trade data for total exports (see table 3). The accuracy of the forecasts for total exports depends on the quality of the information obtained from the companies and how far their own forecasts are realised (see table 2).

The questionnaire asked for the actual value of firms' export deliveries in the third quarter of 1977 and forecasts for the subsequent three-quarters; the percentage change these values represented over the same quarter a year earlier; and how this change was divided between movements in price and in volume.

Inquiries: 01-215 3155/3170.

Survey of company liquidity: third quarter 1977

After allowing for seasonal variation, the liquidity of the companies replying to the Department of Industry's survey of company liquidity rose slightly in the third quarter of 1977, partly off-setting the fall in the previous quarter. Seasonally adjusted, the survey companies' liquidity ratio (total current assets as a percentage of total current liabilities) stood at 96 per cent at the end of the third quarter compared with 93 per cent a quarter earlier and 97 per cent a quarter before that. The companies' net current assets, seasonally adjusted, rose by about £90 million following a fall of about £120 million in the second quarter.

Chart 1, which illustrates changes in the liquidity ratio and net current assets after both seasonal adjustment and other adjustments to make the results comparable over the whole period of the survey, shows that the general pattern in recent years has been that from a trough at the end of 1974 the companies' liquidity rose steadily until early 1976 and has fluctuated at a relatively high level since then. Though high compared with levels in 1974 and 1975, its present level is still lower than the previous peak in the first quarter of 1973.

It must be kept in mind that the net current assets and the liquidity ratio do not summarise the whole financial position of the companies, only the position on the selected current assets and liabilities covered by the survey, and companies differ widely in the types of assets and liabilities they hold. Also the aggregate changes conceal differing movements for individual companies.

Tables 1 and 2 show that, on a seasonally adjusted basis, the companies' total current assets rose by about £140 million in the third quarter of 1977 and their total current liabilities by about £50 million, giving a rise in their net current assets of about £90 million. On an unadjusted basis, the figures were a rise of £268 million and a fall of £7 million, leading to a rise in net current assets of £275 million.

Manufacturing and non-manufacturing companies

The unadjusted rise in net current assets in the third quarter of 1977 occurred in both the manufacturing and non-manufacturing companies. Table 3, on an unadjusted basis, shows that for the companies engaged mainly in manufacturing, total current assets rose by £165 million and total current liabilities by £13 million, giving a rise in net current assets of £152 million compared with a fall of £52 million in the previous quarter. For the mainly non-manufacturing companies, the table shows that total current assets rose by £103 million and total current liabilities fell by £20 million, giving a rise in net current assets of £123 million compared with a fall of £82 million in the previous quarter.

Charts 2 and 3, which are not seasonally adjusted but which have been adjusted to make the results comparable over the whole period of the survey, show that the total current assets of the manufacturing companies have risen steadily since the beginning of 1975 and that their total current liabilities fell steadily from early 1975 until the first quarter

Chart 1 **Liquidity ratio and net current assets: survey companies**
Adjusted to allow for changes in coverage: seasonally adjusted

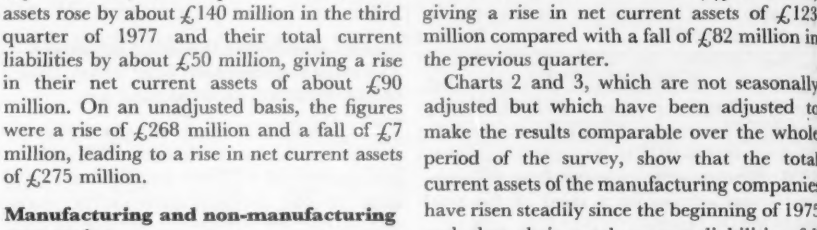

Table 1 **Holdings of current assets and liabilities by survey companies[1]: amounts outstanding at end of period**

£ million

	1975			1976					1977		
	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Numbers of companies[2]	214	214	211	211	211	211	211	210	210	210	210
NOT SEASONALLY ADJUSTED											
Current assets											
Deposits with banks in the UK:											
Deposit banks/clearing banks[6]	615	670	1 904	703	691	823	873	876	945	840	906
Other banks[6]	1 265	1 238		1 301	1 256	1 378	1 247	1 227	1 323	1 312	1 275
Deposits with finance houses	77	97	97	105	105	112	122	121	108	157	157
Deposits with building societies	3	3	3	3	3	3	3	3	3	3	3
Negotiable certificates of deposit (sterling and dollar)	75	97	97	91	95	111	127	119	122	155	169
British government securities	149	175	175	216	255	257	298	279	291	325	342
Local authority bills and temporary money	190	195	195	164	186	167	238	234	244	191	178
Local authority mortgages and loans	48	53	53	51	40	45	64	65	88	80	91
Other current assets[3]	84	118	118	115	105	131	49	49	62	76	286
Total current assets[4]	2 506	2 647	2 642	2 748	2 737	3 027	3 021	2 973	3 186	3 140	3 408
Current liabilities											
Advances and loans from banks and other financial institutions in the UK:											
Deposit banks/clearing banks[5,6]	1 647	1 596	3 253	1 513	1 774	1 637	2 002	1 950	1 813	1 817	1 671
Other banks[5,6]	1 818	1 666		1 687	1 564	1 662	1 631	1 437	1 457	1 522	1 654
Other financial institutions[7]	119	118	121	120	114	117	99	76	81	100	107
Total current liabilities[4]	3 584	3 380	3 374	3 320	3 453	3 416	3 732	3 463	3 351	3 439	3 432
Net current assets	−1 078	−733	−732	−572	−716	−389	−711	−490	−165	−299	−24
Liquidity ratio (per cent)[8]	70	78	78	83	79	89	81	86	95	91	99
SEASONALLY ADJUSTED											
Total current assets	2 459	2 629	2 624	2 782	2 775	2 955	3 003	2 955	3 212	3 178	3 321
Total current liabilities	3 610	3 421	3 415	3 286	3 425	3 452	3 773	3 501	3 327	3 415	3 470
Net current assets	−1 151	−792	−791	−504	−650	−497	−770	−546	−115	−237	−149
Liquidity ratio (per cent)[8]	68	77	77	85	81	86	80	84	97	93	96

[1] Companies in the Department of Industry's survey of company liquidity.
[2] The figures are for the number of companies that completed returns for the preceding fourth quarter. Estimates are included until the end of the next fourth quarter for any of these companies that ceased to reply during the year. There is a break in coverage at the end of 1975 and 1976. The two sets of figures given for the fourth quarters show the effect of losing some companies.
[3] Other current assets comprise holdings of notes and coin, Treasury bills, certificates of tax deposit and tax deposit accounts.
[4] Components are rounded independently of the totals.
[5] From the beginning of 1975, including only advances and loans with an initial loan term of not more than 12 months.
[6] To the end of 1975, the figures relate to the former groupings of deposit banks and other banks; from the first quarter of 1976, five banks that were deposit banks have been re-grouped as other banks and the remainder renamed clearing banks. Combined figures are given in the second set of figures for the fourth quarter of 1975 to avoid any possibility of disclosure of holdings by individual companies.
[7] Including only advances and loans with an initial loan term of not more than 12 months.
[8] Total current assets as a percentage of total current liabilities.

of 1976 and have since generally risen slightly. For the non-manufacturing companies the charts show that both total current assets and total current liabilities have remained relatively level since the beginning of 1975. For both types of company, the level of total current liabilities since the beginning of 1975 may have been affected by possible switching from short-term to longer-term borrowing which, as mentioned in the notes at the end of this article, has not been covered by the survey since the beginning of 1975.

Changes in the composition of holdings

The companies' holdings of all the types of current asset covered by the survey rose in the third quarter of 1977 except for their deposits with clearing banks, which fell slightly, and their holdings of local authority bills and temporary money, which fell again following a sharp fall in the previous quarter. The companies' deposits with other banks rose by about £70 million but the largest rise came in their holdings of other current assets, which went up by £210 million, largely as a result of increases in the companies' holdings of certificates of tax deposit.

On the liabilities side, borrowing from

Chart 2 **Total current assets: manufacturing and non-manufacturing survey companies**
Adjusted to allow for changes in coverage; not seasonally adjusted

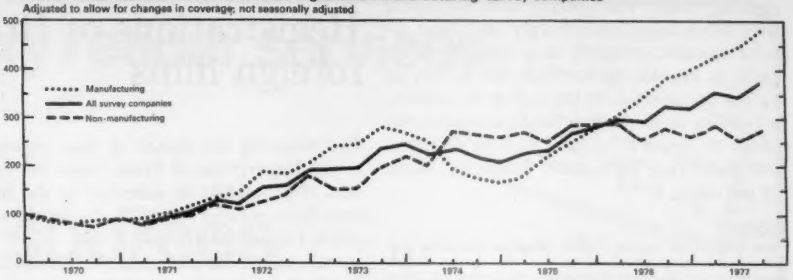

Chart 3 **Total current liabilities: manufacturing and non-manufacturing survey companies**
Adjusted to allow for changes in coverage; not seasonally adjusted

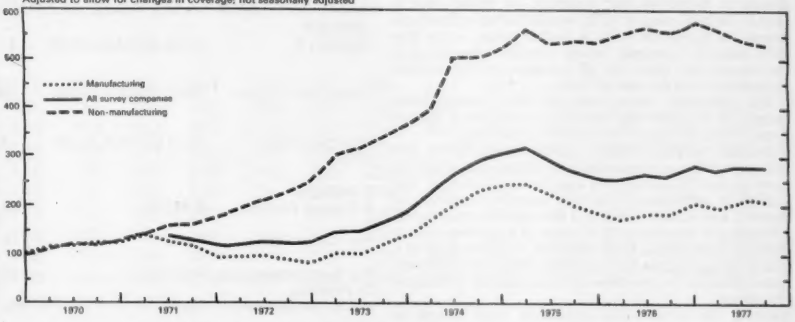

Table 2 Changes in holdings of current assets and liabilities of survey companies[1]

£ million

	1970	1971	1972	1973	1974	1975	1976	1975 4th qtr	1976 1st qtr	1976 2nd qtr	1976 3rd qtr	1976 4th qtr	1977 1st qtr	1977 2nd qtr	1977 3rd qtr
NOT SEASONALLY ADJUSTED															
Current assets															
Deposits with banks in the UK:															
Deposit banks/clearing banks [6]	2	49	117	173	73	133	216	55	100	−12	132	50	69	−105	66
Other banks [6]	−40	91	240	258	21	302		−27		−45	122	−131	96	−11	−37
Deposits with finance houses	19	52	−21	−17	−101	33	25	20	8	—	7	10	−13	49	—
Deposits with building societies	—	2	−2	3	−1	−1	—	—	—	—	—	—	—	—	—
Negotiable certificates of deposit (sterling and dollar)	−1	121	231	−47	−144	−12	30	22	−6	4	16	16	3	33	14
British government securities	−22	−13	16	39	−39	92	123	26	41	39	2	41	12	34	17
Local authority bills and temporary money	−32	61	55	121	−120	22	43	5	−31	22	−19	71	10	−53	−13
Local authority mortgages and loans	−14	—	14	−0	15	−1	11	5	−2	−11	5	19	23	−8	11
Other current assets [9]	6	−1	−4	−23	7	92	−69	34	−3	−10	26	−82	13	14	210
Total current assets [4]	−82	362	645	495	−291	663	379	141	106	−11	290	−6	213	−46	268
Current liabilities															
Advances and loans from banks and other financial institutions in the UK:															
Deposit banks/clearing banks [5, 6]	64	−246	162	611	765	558	380	−51	−53	261	−137	365	−137	4	−146
Other banks [5, 6]	247	115	20	306	913	−100		−152		−123	98	−31	20	65	132
Other financial institutions [7]	60	−21	27	9	30	9	−22	−1	−1	−6	3	−18	5	19	7
Total current liabilities [4]	371	−153	209	924	1 708	−649	358	−204	−54	133	−37	316	−112	88	−7
Net current assets	−453	515	436	−429	−1 999	1 312	21	345	160	−144	327	−322	325	−134	275
SEASONALLY ADJUSTED															
Total current assets								170	158	−7	180	48	257	−34	143
Total current liabilities								−189	−129	139	27	321	−174	88	55
Net current assets								359	287	−146	153	−273	431	−122	88

[1] and [4] to [7]: see Table 1. [9] For 1970 to 1973, includes tax reserve certificates in addition to the assets listed in note 3 to table 1.

Table 3 Holdings of current assets and liabilities by manufacturing and non-manufacturing survey companies[1]: amounts outstanding at end of period

£ million

	1975			1976					1977		
	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
MANUFACTURING COMPANIES											
Number of companies [2]	145	145	143	143	143	143	143	143	143	143	143
NOT SEASONALLY ADJUSTED											
Total current assets [4]	1 142	1 264	1 260	1 374	1 517	1 709	1 777	1 763	1 880	1 966	2 131
Total current liabilities [4]	2 256	2 059	2 053	1 959	2 060	2 039	2 307	2 136	2 067	2 205	2 218
Net current assets	−1 114	−795	−793	−585	−543	−330	−530	−373	−187	−239	−87
Liquidity ratio (per cent) [8]	51	61	61	70	74	84	77	83	91	89	96
NON-MANUFACTURING COMPANIES											
Number of companies [2]	69	69	68	68	68	68	68	67	67	67	67
NOT SEASONALLY ADJUSTED											
Total current assets [4]	1 364	1 382	1 382	1 374	1 220	1 319	1 244	1 210	1 306	1 174	1 277
Total current liabilities [4]	1 328	1 321	1 321	1 361	1 392	1 377	1 425	1 327	1 284	1 234	1 214
Net current assets	36	61	61	13	−172	−58	−181	−117	22	−60	63
Liquidity ratio (per cent) [8]	103	105	105	101	88	96	87	91	102	95	105

See notes [1, 2, 4 and 8] to Table 1.

clearing banks fell sharply and borrowing from other banks rose sharply, by about the same amount, probably as a result of differences in interest rates, which had grown up during the quarter. At the end of the quarter, borrowing from clearing banks accounted for about 49 per cent of total current liabilities and borrowing from other banks for about 48 per cent.

Notes

Over 200 of the largest United Kingdom industrial and commercial companies contribute to this survey, which covers certain assets and liabilities in the United Kingdom that can be realised or that are due to be paid, formally at least, within 12 months. An article describing the background to the survey, and reviewing the results since its start at the beginning of 1970, was published in *Economic Trends* for November 1974. A further article, in the May 1977 issue of *Economic Trends*, compared the results of the survey with those for all industrial and commercial companies up to the end of 1976.

The companies taking part are not a representative sample of industrial and commercial companies. Not all large companies are included and no small ones.

Another important limitation is that the results can give only part of the complete financial picture that would be given by the full sources and uses of funds account. This applies, in particular, to the two summary measures of liquidity, net current assets and the liquidity ratio, as the article in the November 1974 issue of *Economic Trends* explains. Furthermore, these measures, and the results as a whole, are aggregates for the survey group and they mask wide variation in the financial positions of individual companies.

During the survey some companies have ceased to reply. The results are therefore based on a different number of companies each quarter. In the tables with this article, estimates are included until the end of the year for holdings of companies that ceased to reply during the year, except for companies that ceased to reply because they had amalgamated with other companies in the survey. There have also been some other changes in coverage within companies at the end of 1976, to make the coverage of the liquidity survey as far as possible the same as the coverage of the survey of sources and uses of company funds, which is being started. Two sets of figures are given for the fourth quarters of 1975 and 1976 in tables 1 and 3 to show the effects of these various changes.

At the beginning of 1975, the definition of current liabilities was clarified and companies were asked to exclude all advances and loans with an initial loan term of over 12 months. At the beginning of 1976, five banks that were deposit banks were re-grouped with other banks and the remainder of the group has been renamed clearing banks to conform with the reclassification of banks made by the Bank of England in 1975. Total figures for deposits with banks and borrowing from banks are given in the second set of figures for the fourth quarter of 1975 to avoid any possibility of disclosure of individual company holdings as a result of this change.

Inquiries: Departments of Industry, Trade and Prices and Consumer Protection, Economics and Statistics Division 6a, Room 248, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5538.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 2 December 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Highway 5	BR/E 39374/4/12/82	17	29 November	Columbia-Warner Distributors Ltd	Global Films Ltd and Queensway Promotions Ltd
Good Olde England	BR/E 39375/4/12/82	24	29 November	Columbia-Warner Distributors Ltd	Global Films Ltd and Queensway Promotions Ltd
Movietone News 2530	BR/E 39197/4/12/82	8	2 December	British Movietonews Ltd	British Movietonews Ltd
FOREIGN					
A Craving For Lust	F 39376	92	29 November	Winstone Film Distributors Ltd	Transam Ltd, Athens
Her Naked Flesh	F 39377	75	29 November	Winstone Film Distributors Ltd	GD Films, Athens
The Erotic Adventures Of Pinochio	F 39378	76	30 November	Columbia-Warner Distributors Ltd	Lima Productions Inc, California
Golden Rendezvous	F 39379	102	1 December	Rank Film Distributors Ltd	Rendezvous Film Productions Ltd, London
Girls Are For Loving	F 39380	81	2 December	New Realm Distributors Ltd	Derio Productions, USA

Reserves rise $183 million in November

United Kingdom official reserves rose by $183 million (£101 million) during November and at the end of the month stood at $20,394 million (£11,227 million).

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Air transport: trade by air (a)	1 Jul 77
Balance of payments	
current account (m)	18 Nov 77
overseas royalties	12 Aug 77
trends in invisibles	7 Oct 77
see also Overseas trade of the UK	
Business names and limited partnerships (a)	18 Feb 77
Capital expenditure: manufacturing, distributive and service industries (q)	2 Dec 77
by regions	18 Feb 77
leasing, hiring and renting out (a)	30 Sept 77
Catering trades turnover (q)	18 Nov 77
Census of production (a)	28 Jan 77
Check trading (a)	12 Aug 77
Chemicals industry activity (q)	7 Oct 77
Companies	
acquisitions and mergers (q)	11 Nov 77
insolvencies (q)	4 Nov 77
liquidity (q)	This week
new registrations:	
Gt. Britain (m)	18 Nov 77
N. Ireland (m)	2 Dec 77
rate of return on capital (a)	16 Sept 77
structure of company financing	4 Feb 77
Construction work overseas (a)	4 Nov 77
Earnings, wage rates (m)	2 Dec 77
Energy trends (m)	18 Nov 77
Engineering industries: production indices (m)	25 Nov 77
sales and orders (m)	2 Dec 77
Film industry	
British Film Fund Agency returns (m)	11 Nov 77
cinema admissions and takings (m)	18 Nov 77
annual inquiry (a)	30 Sept 77
exhibitors' quota returns (a)	6 May 77
overseas payments and earnings (a)	26 Aug 77
registrations of films (a)	4 Feb 77
Food	
consumption levels (6m)	18 Nov 77
household consumption (q)	7 Oct 77
Footwear industry: production, orders and deliveries (m)	25 Nov 77
Foreign trade: industrial countries' economic indicators (m)	2 Dec 77
quarterly analysis (q)	2 Dec 77
see also Overseas trade of the UK	
Hire purchase business (m)	This week
Industrial production	
index numbers (m)	25 Nov 77
Scotland (q)	9 Sept 77
Wales (q)	21 Oct 77
Insurance companies: investments and assets (a)	11 Nov 77
Investment	
book values of overseas direct investments (every 3 years)	25 Feb 77
industry's investment intentions (3 times a year)	7 Oct 77
investment and earnings overseas (a)	5 Aug 77
Made-up clothing: orders and deliveries (m)	18 Nov 77
Man-made fibres	
deliveries (q)	This week
production (m)	This week
production: quarterly analysis (q)	This week
Metal-working machine tools (m)	This week
Motor industry	
car and commercial vehicle production (m)	2 Dec 77
estimated figures (m)	This week
motor trade turnover (q)	25 Nov 77
Office development permits (q)	2 Dec 77
Official reserves (m)	This week
Overseas trade of the UK	
direct exporters and credit terms (a)	12 Aug 77
analysis of trends (q)	This week
backrun (a)	11 Mar 77
export prospects (q)	This week
invoicing in foreign currencies	22 Apr 77
see also Balance of payments	
Pension funds: investments and assets (a)	11 Nov 77
Price Commission index (m)	18 Nov 77
Regional development grants (q)	4 Nov 77
Research and development expenditure	24 Jun 77 and 1 Jul 77
Retail prices index (m)	25 Nov 77
Retail trades	
sales (m)	This week
provisional figures (m)	18 Nov 77
stocks (m)	18 Nov 77
Royalties: overseas transactions (a)	12 Aug 77
Selective financial assistance	
section 7 (m)	11 Nov 77
section 7 £10,000 or more (q)	25 Nov 77
section 8 (q)	25 Nov 77
Shipping	
nationality of vessels in UK seaborne trade (a)	9 Sept 77
UK revenue (a)	30 Sept 77
Steel: consumption and stocks (q)	18 Nov 77
Stocks	
manufacturers' and distributors' (q)	2 Dec 77
manufacturers' (m)	2 Dec 77
retail (m)	18 Nov 77
Television: overseas payments and earnings (a)	26 Aug 77
Textiles	
activity in the industry (q)	30 Sept 77
carpet sales (m)	2 Dec 77
cotton industry production (m)	2 Dec 77
hosiery production (m)	11 Nov 77
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wool output (m)	18 Nov 77
Tourism	
foreign arrivals	This week
overseas travel and tourism (a)	29 Jul 77
overseas travel and tourism (q)	4 Nov 77
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ECGD lines of credit	7 Oct 77
European public holiday guide	25 Nov 77
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